



Charlotte County, FL

# School Speed Zone Enforcement Program

RFP# 20250231

**Date Submitted:** March 5, 2025

**From:** Jason Norton

Altumint, Inc.

4600 Forbes Boulevard, Suite 203

Lanham, MD 20706

**Submit To:** [Workflowcloud.com](https://www.workflowcloud.com)

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## Cover Letter

### Charlotte County

#### RE: RFP # 20250231

Charlotte County is looking to strengthen its commitment to public safety through innovative technology. Altumint's speed detection camera systems offer a proven solution to create a safer environment for students, families, and employees at your schools. Altumint provides a comprehensive program, Florida-specific experience, and a no-cost-to-taxpayers guarantee.

***"It is the purpose of this program to significantly increase the safety of school zones in Charlotte County by bringing awareness of the speed limits within those zones through speed enforcement utilizing radar and laser technology." Charlotte County RFP***

This was the most important part of your RFP offering. It should be the basis of every speed safety program, and we would be proud to partner on this mission.

### ALTUMINT ADVANTAGES

**FIRST IN FLORIDA** – First program in Florida and first County-wide contract

**FLORIDA BASED** – Account Manager, Construction Manager, and Field Technicians

**PROVEN SOLAR DEPLOYMENTS** – First in Florida

**FREE SPEED STUDIES** – We utilize a third party to conduct for increased integrity of the data

**FLEXIBLE TECHNOLOGY** – to fit your unique deployment needs

**UNIQUE ALPR OFFERING** – the County picks the vendor and the location and compliant with state law

**ROBUST PUBLIC INFORMATION** services

**AMERICAN-OWNED AND OPERATED** – Our HQ and all Altumint employees are in America. We design, build and maintain our technology in the USA.

**20 YEARS IN BUSINESS** – tenured and trustworthy

**10 STATES** – experience and reach

**NO-PENALTY CONTRACT TERMS**

**We are Florida Strong!** Altumint was the first school zone speed vendor in Florida, the first County program to sign a contract, the first to launch a program in South Florida, and continues to lead the way in safer school zones. We were the first to launch operational programs, issue warnings and citations, and deploy solar-based systems in the state. Additionally, we were the first to introduce Automated License Plate Readers (ALPR) as part of a school zone speed program. Our extensive experience ensures a smooth and effective implementation of your program.

Altumint is an approved eCitation vendor with the FLHSMV and has been granted FDOT permits for both school

zone speed and red-light cameras that we operate throughout the state.

Our strong Florida presence includes a **Florida-based Account Manager** who will serve as your primary contact throughout the program, from implementation and training to ongoing support. Our **Florida-based Construction Manager** will oversee system installations, supported by a team of **local Field Technicians** responsible for maintaining and repairing systems as needed.

Altumint is American owned and operated, and we believe in owning our responsibility. We design, build, and monitor our full suite of automated road safety camera solutions at our headquarters here in the United States. Altumint never sends our violation processing out of the U.S. or even out to a third party. We do not outsource our commitment, responsibility, or service.

Altumint's customers include communities comparable in size and complexity to Charlotte County, both within Florida and nationwide.



Our belief in our technology, superior service, and operations is so strong that we offer a “No Fee to Terminate Contract” option. That’s right. If you are unhappy with the program and we cannot fix it, you can walk away with no penalty.



# FIRST IN FLORIDA

## FIRST IN FLORIDA

- School zone enforcement signed contract
- School zone operational program in Florida
- Issue warnings, citations, and UTC's
- Install Flock ALPR into speed offering



**FLHSMV**  
FLORIDA HIGHWAY SAFETY & MOTOR VEHICLES



**Eustis**  
CITY OF MOUNT DORA



**CITY OF NICEVILLE**  
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**ALPR Offering:** Altumint was the first vendor in Florida to launch Automated License Plate Reader (ALPR) cameras as part of a school zone speed program. To further support Charlotte County's public safety initiatives, Altumint provides unmatched flexibility in its ALPR program. The County has the freedom to select both the **ALPR vendor and the locations** for the ALPR cameras, ensuring they meet your unique safety and operational

needs. ALPR cameras can be installed wherever they will have the greatest impact on public safety and are not required to be co-located with the speed enforcement systems.

Altumint will install and maintain the ALPR cameras for the duration of the contract, with full support for your chosen vendor and location. By keeping the ALPR cameras independent from the speed enforcement systems, we ensure full compliance with Florida Statute 316.1896(15), which prohibits the use of speed enforcement cameras for surveillance purposes.

In addition to ALPR cameras, **Altumint will provide you with a solar-based video camera** at each of your school zone camera locations. Altumint has the most diverse, flexible technology in the industry, with proprietary LiDAR, RADAR, Mobile, Red Light, Speed, Work Zone, and School Bus technologies. We can, and have, deployed our systems in Florida on fixed poles and trailers; and we have powered those systems with solar (first in Florida to do so), electric, and fuel-based technologies. No worries about those distracting flashes every time the camera triggers, we use infrared illumination to capture violations in low light.

**Community Relations.** There is not a company who is doing more to educate the community about a photo enforced program than Altumint. We believe educating your community is a key component for success with your stated mission. We can present at community meetings, provide social media content, communications plans and schedules, talking points, FAQs, and digital graphics for a robust community-based public education program.

As we partner on your safety program, we will conduct **no-cost third-party speed studies**. We have technology to do it ourselves but believe in the integrity of the data and process, and not simply doing it the cheap and easy way.

We believe in a true partnership, and we have a clear, straightforward pricing schedule that will guarantee that **taxpayers will never be required to pay for our program** and will also ensure that Charlotte County gets the

# PUBLIC INFORMATION AND EDUCATION



largest percentage. Altumint is committed to a true partnership and offers a clear, straightforward pricing structure. Our no-taxpayer-funds guarantee ensures that Charlotte County residents will not bear the financial burden of this technology. Additionally, we provide a “No Fee to Terminate Contract” option—if you are not satisfied with the program, you can walk away with no penalty.

- **First in Florida** - longest Florida experience with school zone speed programs
- Robust and flexible technology for deployment including solar
- ALPR cameras with the vendor AND location of your choice - and compliant with state law
- An intensive public relations program to educate and engage the public
- Florida Account Manager, Construction Manager, and Field Technicians for superior and timely service
- American-owned and operated. We design, assemble, and maintain our technology, and we never outsource our processing to a foreign country or to a third party.
- Two decades of experience with contracted clients across ten states
- No-taxpayer-funds guarantee and penalty-free contract termination

Should Charlotte County have further questions, please contact Jason Norton, Chief Revenue Officer, at [Jason.Norton@Altumint.com](mailto:Jason.Norton@Altumint.com) or 314-852-1769.

Altumint will proudly stand behind this offer for 90 days from the submission date. This proposal response is made without collusion with any other person or entity submitting a proposal pursuant to this RFP. Jason Norton, Chief Revenue Officer of Altumint, is an authorized agent of the business and has signed this letter and all applicable forms.

Sincerely,



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# 1 Qualifications and Experience of Firm and Staff



# 1 Qualifications and Experience of Firm and Staff

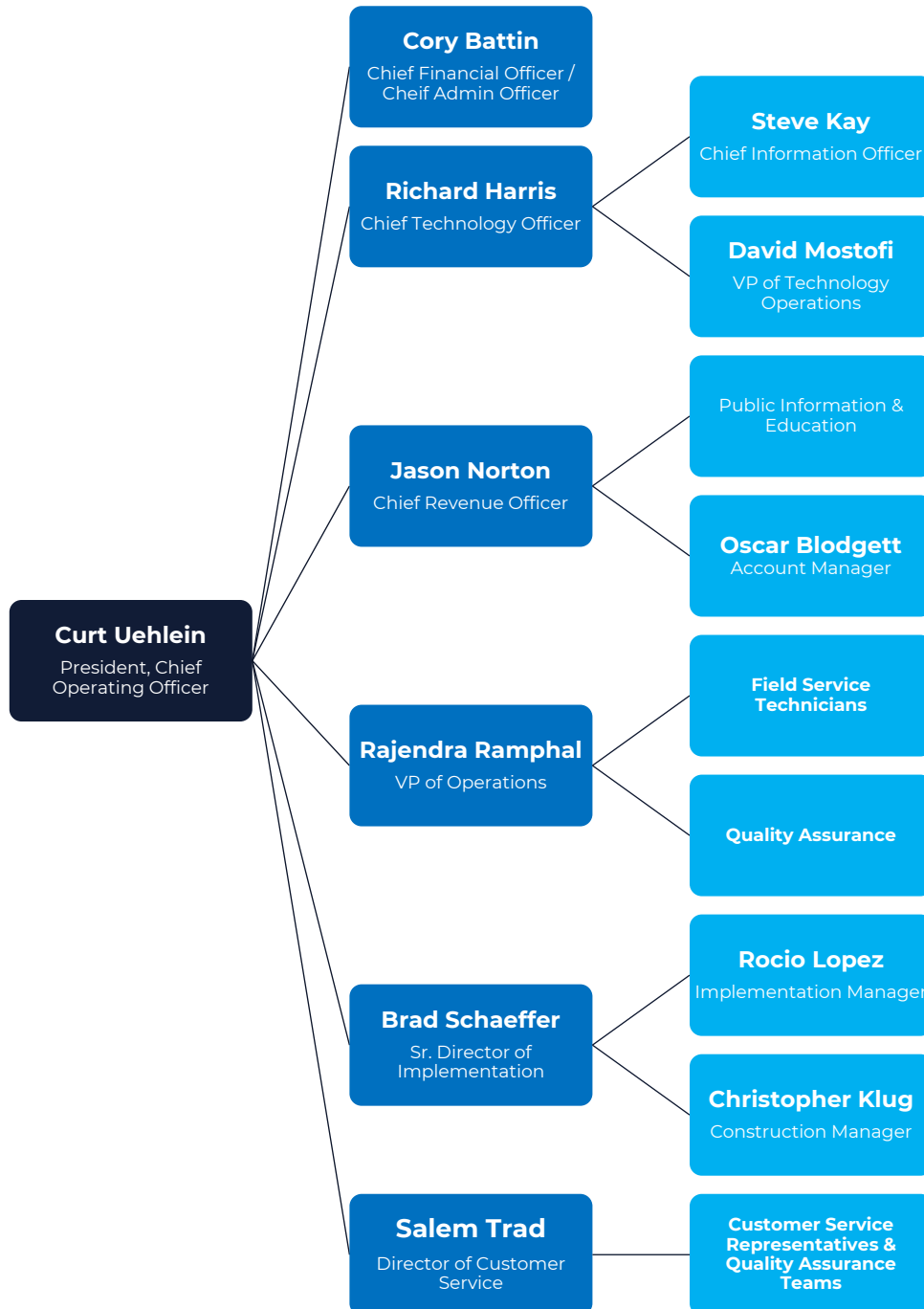
Altumint, Inc. is an American-owned and operated company specializing in automated traffic safety enforcement, including school and work zone speed enforcement, red light enforcement, school bus stop arm enforcement, and automated vehicle recognition. Founded in 2005, Altumint has grown to include turnkey traffic safety enforcement programs. Since then, we have continued expanding our capabilities in automated safety programs and AI-driven software. Today, we deliver smart and effective solutions for communities throughout ten states in America.

We design, build, and maintain all our technology in-house, ensuring quality, reliability, and service tailored to each community's needs. Our entire workforce is US-based, and we work alongside local communities, safety advocates, and law enforcement to provide safety programs that integrate seamlessly into existing infrastructure.

At Altumint, our goal is simple: use technology to change driver behavior, reduce traffic-related injuries and fatalities, and support law enforcement with reliable, easy-to-use solutions. We continue to invest in AI and automation to stay at the forefront of enforcement technology, so our clients receive smart enforcement, strong compliance, and safer roads. Altumint's headquarters is located at 4600 Forbes Blvd., Ste. 203, Lanham, MD 20706.



Our core team for the School Zone Speed Enforcement System Program includes the following key employees, each with extensive experience and professional qualifications relevant to the project. Below is our organizational chart and qualifications of personnel who will be assigned to the County's School Zone Speed Enforcement System Program:





## **Team Members**

### ***CURT UEHLEIN president, chief operations officer***

Mr. Uehlein has spent over 30 years helping organizations work smarter and achieve better results. With a knack for improving processes and building strong, collaborative teams, Curt is focused on ensuring Altumint operates as efficiently and effectively as possible to meet the needs of our clients.

### ***CORY BATTIN chief financial officer, chief administrative officer***

Mr. Battin is a seasoned finance and operations leader with a proven track record of driving financial excellence, operational efficiency, and strategic growth. With expertise in financial analysis, pricing strategies, client negotiations, and optimizing accounting systems, Cory works to ensure that Altumint delivers exceptional value and service to its clients. His leadership has resulted in improved operational performance, streamlined processes, and enhanced financial strategies that directly benefit client programs. Cory's experience includes strategic business advisory, leading large and diverse Finance teams, and growing multimillion-dollar client relationships. He holds Master of Accounting and Bachelor of Science degrees in Mathematics, Statistics, and Economics.

### ***RICHARD HARRIS chief technology officer***

Mr. Harris is a hands-on technology thought leader and executive manager with a strong background in software product development and broad organizational experience, including M&A, open source, and security. With a proven track record of creating development organization efficiency, he has demonstrated expertise in software development, planning, strategy design, and execution. As the former Chief Technology Officer at DRB Systems Inc, a leading provider of turnkey car wash solutions, Mr. Harris led a 150-person engineering organization. During his tenure, he stabilized the product portfolio, doubled new development activity, and brought innovations to market. He also oversaw the \$40M development of a high-availability, cloud-enabled modern platform, supporting changing market needs and addressing the influx of large enterprise customers.

Mr. Harris holds a Bachelor of Science (BSc) Honours degree in Computer Science from Portsmouth University, UK.

### ***JASON NORTON chief revenue officer***

Mr. Norton leads Account Management, Marketing, Public Information and Education, and Sales. With 20 years in smart mobility and automated enforcement, he is one of the most experienced people in the industry. He has extensive knowledge of Florida, playing an integral role in launching photo enforcement in the state, helping pass legislation, and navigating the legal complexities. He has proven account management experience, growing his expertise from regional account manager to senior vice president through his dedication to the success of his customers. Mr. Norton has a demonstrated ability to design and execute efficient solutions to complex issues. His background includes extensive community, political, and communication experience on behalf of corporations, elected officials, and organizations, resulting in strategic relationships and successful outcomes. He will serve as the principal-in-charge for this project.



***STEVE KAY chief information officer***

Mr. Kay brings over 16 years of experience in information technology management and software development. As Chief Information Officer since 2012, Mr. Kay designed Altumint's proprietary Vioview violation management and financial tracking web application. He develops, implements, and monitors Altumint's information system policies and controls to ensure data accuracy, security, and regulatory compliance. Mr. Kay also manages the network, system administration, and web application infrastructure. Mr. Kay holds a bachelor's degree in management information systems from the University of Baltimore and an associate degree in computer science from Anne Arundel Community College.

He directs all Vioview development and will be responsible for incorporating Charlotte County specifics into the system.

***DAVID MOSTOFI vice president, technology operations***

As Altumint's Vice President of Technology Operations, Mr. Mostofi brings nearly 20 years of experience developing automated test, control, data analysis, and software systems for the aerospace and traffic control industries. He holds several U.S. patents, including four specific to traffic monitoring and violations. Mr. Mostofi also facilitates all aspects of operationalizing new technologies. He holds a B.A. in Economics from the University of Pittsburgh. He has testified in Maryland, Ohio, and Georgia about the reliability and accuracy of Altumint's enforcement camera technology.

He is responsible for developing, deploying, and maintaining Altumint camera enforcement technology.

***RAJENDRA RAMPHAL vice president of operations***

As Altumint's Operations Director with more than 12 years of experience, Mr. Rampal is responsible for the operation, maintenance, and repair of Altumint's photo speed and red-light systems. Mr. Rampal has direct experience in improving system reliability and productivity, making them simpler to maintain and easier to install. He also provides training and quality assurance guidance to all new technical staff. Mr. Rampal holds a B.S. in Astronautical Engineering from Capitol College and an A.A.S. in Computer Engineering Technology and Electronic Service Technology from Prince George's Community College.

He will be responsible for the maintenance, operation, and repair of the photo enforcement systems.

***BRAD SCHAFFER senior director of implementation***

Brad has dedicated the last 11 years to the public safety industry in both start-up and high-growth companies. He joined Altumint during the acquisition of Rekor (formerly Brekford) in late 2022. Brad provides leadership to continue building our implementation function and supporting our team to accelerate delivery. His technical and administrative experience will augment and streamline our processes.

He manages Altumint's implementation managers and will be an escalation point for any implementation issues.

***SALEM TRAD director of customer service***

Mr. Trad has over eight years of experience in management, customer service, and data processing in the public safety industry. Mr. Trad led the implementation of Altumint's cloud-



based customer service solution from Five9, familiarizing him with the system's ins and outs. As Customer Service and Court Processing Manager since 2015, Mr. Trad oversees daily operations and manages all aspects of customer service and court processing teams. He is the escalation point and resolves major customer service and court-related queries. Mr. Trad completed his general education through the Virginia Department of Education.

He will be responsible for developing the customer service scripts and teaching Altumint's customer service team the specifics of processing the County's citations and notices.

### ***Key Personnel for the County's Program***

#### ***CHRISTOPHER KLUG construction manager***

Mr. Klug and his family are Florida residents. He has been in the construction industry for 16 years and has been responsible for managing multimillion-dollar projects. His careful attention to detail and experience in managing field project activities have resulted in high client satisfaction with projects brought in on time and on budget. Mr. Klug has a bachelor's degree in business/marketing from Raritan Valley Community College.

He will be responsible for installing the systems throughout the County.

#### ***ROCIO LOPEZ implementation manager***

Ms. Lopez brings 24 years of experience in project and implementation management with demonstrated leadership, with 18 of those years in Public Safety. She has managed multiple teams across complex projects to completion while delivering on or under time and budget. Ms. Lopez is known for her understanding of projects and timelines, clear communication, and her ability to lead teams from the initial requirements to the completed project. Her experience in Public Safety includes automated speed camera enforcement installations and back-office software, so she will be an immediate asset to the County's program implementation.

She has her Project Management Professional (PMP) certification and is a 6-year member of the Project Management Institute (PMI).

#### ***OSCAR BLODGETT account manager***

Mr. Blodgett is a resident of Florida and brings over 20 years of experience in managing and assisting public safety programs. A military veteran, he is driven, focused, and detail oriented. Positions held at his past firms include Quality Assurance Manager, Senior Delivery Manager, and Project Manager where he worked to create and improve business processes, manage teams, identify development needs, and contribute to the overall success of programs. Mr. Blodgett holds a B.S. in Business with a concentration in Management from the University of Phoenix and is a Certified Lean Six Sigma Green Belt.

Mr. Blodgett will ensure that the Charlotte County program is highly performing and will serve as the initial escalation point for any queries or issues.



### **Subcontractors**

Our Florida-based Account Manager, Construction Manager, and Field Technicians will operate in Florida and utilize local partners to provide the most responsive service possible. Our headquarters is in Lanham, MD, and we have a backup data center in the Nova Cloud Environment hosted by NLETS in Phoenix, AZ. Our call center and processing are operated from our headquarters and never send your data out of the country.

Below is a table identifying the relationship between the County and our anticipated subcontractors for services:

<b>Vendor</b>	<b>Local Partner</b>	<b>Address</b>	<b>Work to be Performed</b>	<b>Use on Contracts</b>
A & C Printing	✓	343 N. Bay St. Ste. 110. Eustis, FL 32726	Production of Traffic Signs	Sign printing
ICC Communications Consultants	✓	1835 NE Miami Gardens Drive Suite 183 North Miami Beach, FL 33179	Construction and Electrical Services	Eustis, FL and Lake Hamilton, FL
Nlets		1918 Whispering Wind Drive Phoenix, AZ 85085	Vehicle Registered Owner Lookups	Used on all programs
DCG One		800 Commerce Drive Upper Marlboro, MD 20774	Printing & Mailing Citations	Used on all programs



# 2 Understanding and Approach



## 2 Understanding and Approach

Our approach starts with two major work streams:

- Deployment of enforcement systems, including tasks such as site analysis, permitting, system build and testing, and installation (led by our implementation manager).
- Establishment of operation processes, including creating citation templates, building payment processes, and providing the initial wave of training.

For example, below is part of our “default” citation workflow that customers adapt to their program’s specific legal requirements:

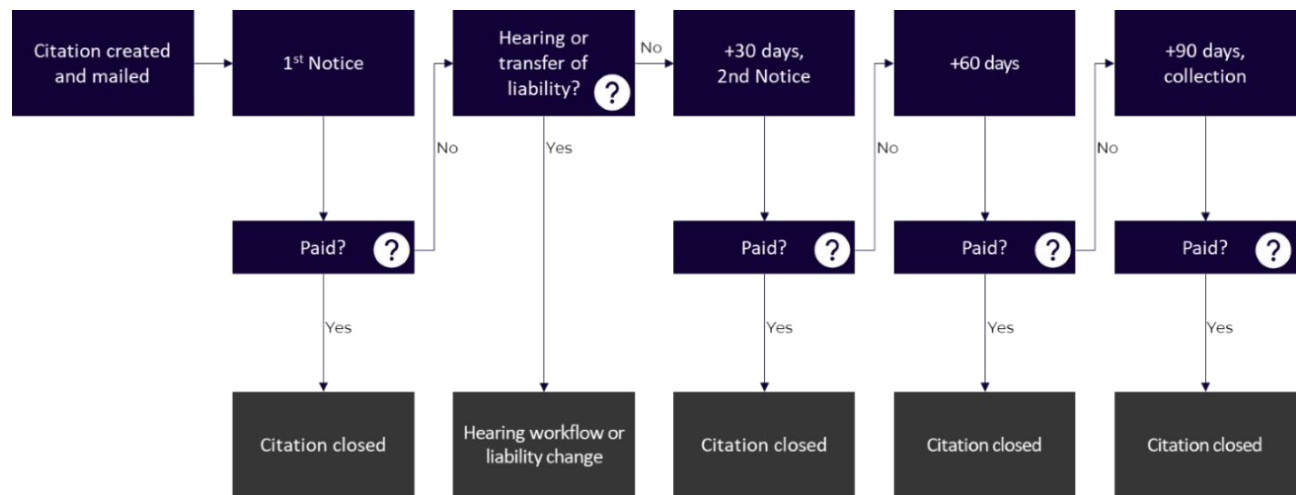


Figure 1: Standard Workflow for Customization

Once both these initial processes are operational, we then transition from implementation to program management. The program manager role focuses on the County’s continuing success with the program with activities such as:

- Providing training as needed throughout the program
- Maintaining the cameras to maximize public safety
- Providing needed reporting and analytics. Altumint recognizes that establishing and tracking key program indicators is a critical part of the program and has included a workstream dedicated to defining these metrics. Below is the typical report cycle:
  - Monthly reports of the Automated Enforcement Program
  - Quarterly reports of the Automated Enforcement Program
  - Annual report to include annual analysis of the program and an explanation of program improvements that have been planned and implemented
  - All local, State and Federal reports as specified by law
  - Any other report(s) and documentation requested to further the mission of reducing speeding violations and reducing motor vehicle accidents
- Optimizing administrative processes, such as:
  - Citation review, processing and mailing





- Payment processes, including collection processes if requested
- Court packet preparation, testimony as needed, and processing of court decisions

## 2.1 Scope of Services

### 2.1.1 Project Description

Items in gray are requirements taken directly from the RFP.

RP-19 PROJECT DESCRIPTION: In accordance with HB 657, enforcement of school zone speed limits, Charlotte County is soliciting qualifications from Contractors to provide a School Speed Zone traffic study. The Contractor will conduct a school zone speed detection survey for a public review and possible enforcement implementation. If usage is approved and adopted by Charlotte County, the Contractor will install fixed system equipment and address violations on designated roads/school zones to include, but not limited to, 17 schools.

The Contractor will provide and install a school zone speed detection safety camera system equipment on designated roads/ school zones within Charlotte County. This program will be exclusively violator funded. The Contractor will work with the County representatives to evaluate, through traffic study(s), locations for deployment including those already identified by county engineering staff, as well as the evaluation of future locations as requested. It is the purpose of this program to significantly increase the safety of school zones in Charlotte County by bringing awareness of the speed limits within those zones through speed enforcement utilizing radar and laser technology. In accordance with State law the system will monitor, detect, and record speed violations within designated school zones, thereby increasing vehicle and or pedestrian safety, while providing greater situational awareness and investigative capability. After initial locations for the program are deployed, additional locations may be determined during the term of the contract. The aforementioned system including any preliminary and or future traffic/ location studies, certificate approvals, system training, camera equipment and installation, proper signage and installation, processing of citations, and any maintenance of the system will be provided at no cost to Charlotte County.

We will provide and install school zone speed detection safety camera system equipment on designated roads in school zones within Charlotte County. Our approach includes conducting a speed study and traffic evaluation to determine which locations should be enforced, including those identified by county engineering staff. We will work with the County to evaluate current deployment locations and future locations as requested. The program will be exclusively violator funded. Our Viocam™ photo speed enforcement system uses state-of-the-art radar and laser technology to monitor, detect, and record speed violations, thereby increasing vehicle and pedestrian safety and providing greater situational awareness and investigative capability. Following deployment of initial locations, additional locations may be determined during the term of the contract. The system, including any preliminary and future traffic/location studies, certificate approvals, system training, camera equipment and installation, proper signage and installation, processing of citations, and any maintenance, will be provided at no cost to Charlotte County.

All equipment and the materials for citation processing shall be obtained, installed, and maintained according to Federal, State, and Local Laws, Ordinances, and/or Statutes. The Contractor shall include all hardware, software, installation, maintenance, operation, and all processing of violations as specified herein.

We will obtain, install, and maintain all equipment and materials for citation processing in accordance with Federal, State, and Local Laws, Ordinances, and/or Statutes. Altumint will include all necessary hardware, software, installation, maintenance, operation, and



processing of violations as specified. Our Vioview system will be installed and fully operational to process, mail, and track citations and payments, ensuring compliance with legal timelines and automated tracking of all violation account information. Additionally, we will provide and pay for all labor, materials, vehicles, parts, equipment, delivery, travel, lodging, employee payroll and benefits, and all other supplies and services necessary for and reasonably incidental to furnishing the products or services specified herein, except where otherwise specified as being the responsibility of the County.

## 2.1.2 Contractor Requirements

The Contractor shall provide a submittal which addresses their capability and proposal of services during the terms of the contract concerning at a minimum the following items:

A. The Contractor's ability to conduct speed studies at the request of the Charlotte County staff for determination of initial and future installation locations during the terms of a contract.

Altumint prides itself on utilizing a third party to conduct our speed studies. While we certainly have the technology to do it ourselves, we believe integrity in the results are important. You will be provided the same data we are provided. We will work with Charlotte County for the determination of initial and future testing locations during the terms of a contract.

B. The Contractor's ability to produce initial public notice documents/media for the purposes of public education in cooperation with the Charlotte County's Communications and Public Works Directors. Charlotte County's goal is to encourage traffic safety and increase public knowledge of school speed zone enforcement systems including increasing awareness of the dangers associated with speed through these areas. Describe in detail the proper permitting, installation, initial testing, and ongoing maintenance of systems and components thereof including warning signs, signals, speed measurement devices.

We believe a robust public information and education program is a vital component to a successful safety program. We will assist with the content and design of public education program materials. Our Public Information & Education (PI&E) Programs are designed to provide the public with clear, accurate, and timely information. We will create a custom communications plan tailored to your community's unique needs, including deliverables such as a **Communications Plan, FAQ Flyer, Joint Press Release, Media Advisory, Social Media Graphics & Suggested Text, and Go Live Events Consultation**. Our team will guide you through every step, from the initial kick-off through editing, delivery, and ongoing program sustainment, ensuring a smooth and successful launch of your speed enforcement program.

Our **Florida-based Construction Manager and Account Manager** will help ensure a smooth process for starting and maintaining your program. Our installation methodology involves several key steps to ensure a smooth, efficient process. We begin with pre-installation and permitting, where we perform a precheck to determine if traffic control is needed, verify the location per GPS and permit application, determine the location of warning signs, and prepare proposed site and sign maps. We also prepare engineering drawings of the proposed infrastructure, have them stamped by a Florida-registered PE, and assemble the permit package. During installation, we verify power at the location, mount and secure the control box, peripherals, and camera, and then configure and test the unit by powering up the system, aligning the camera, illuminators, and radar, and configuring the system for the



location. This includes setting the address, enforcement time, and speed limits, and performing image quality configuration for optimal clarity.

Our system performs daily operational checks through a comprehensive self-test process. Upon starting or restarting, the system verifies the full functionality of lane sensors, cameras, data processing units, and facility resource status such as power. This daily self-test meets applicable legal requirements and ensures that the system does not collect violations if it does not pass the test. The calibration portion of the daily check verifies the sensor's internal timing circuits against the 1 Hz GPS tick to ensure accurate vehicle speed measurements. The internal self-check also verifies several parameters, including sensor temperature, IR laser detector health, valid camera operation, PC health, internal storage space, electronics bay temperature, and voltage status. If any portion of the daily calibration and self-check fails, the system suspends enforcement operations and attempts another calibration verification and self-check. If the second attempt fails, the system notifies Central Dispatch that it needs servicing before returning to active status. Additionally, we run daily self-tests on each camera to check calibration and readiness for operation.

We monitor our systems using an automated program that operates 24/7 and reports every ten minutes to track system performance. This system is both web-based and email-based, sending notifications and warnings in case of system failure. Our Altumint Monitoring System, in conjunction with LabVIEW software, identifies malfunctions and enables remote resolution in most cases. Each enforcement system undergoes a daily self-test to check operational health, and enforcement is suspended if the system does not pass this internal self-check. Additionally, our Daily Remote Check (DRC) team performs daily preventative maintenance evaluations and issues service tickets for any detected issues.

C. The Contractor's capability to review all violations for validity and process the data for events that meet specified criteria prior to providing access to chargeable violations via secure web site to the County official for review and authorization of citations.

Altumint's Vioview back office is designed with the customer in mind. Our use of AI technology, processes, and police review screen allow for the most efficient use of the County's resources. We review all violations for validity and process the data for events that meet specified criteria prior to providing access to chargeable violations via a secure website to the County official for review and authorization of citations. Our Vioview system conducts multiple event reviews, including initial verification, DMV lookup, and second verification to ensure the citation is associated with the correct vehicle. The police queue in Vioview shows all events requiring review, allowing officers to review, reject, or accept violations. This ensures that only valid and chargeable violations are presented to the County official for final review and authorization. The entire process is documented within the system, providing a comprehensive audit trail for all actions taken.

### ***Reviewing and Approving Citations***

#### ***Pre-review***

Altumint reviews every violation and license plate verification. We perform a DMV lookup and second verification, matching the vehicle type with the photo images to ensure that the citation is associated with the correct car. We utilize registered owner lookups through Nlets, the International Justice and Public Safety Network provider of the National Crime Information Center (NCIC) based in Phoenix, Arizona.



Over the past ten years, we have achieved an overall registered owner lookup success rate of over 90% due to the quality of our back-office processes. Upon satisfying the County's requirements for a valid violation, we then submit to the County for review and approval.

### Police Review

The police queue shows all events requiring review by location.

The screenshot shows the viovew Police Queue interface. On the left is a sidebar with navigation links: Dashboard, Queue, Quality Assurance, Court & Disposition, Administration, Notices & Correspondence, FTS, Reports, and Account Manager. The main area is titled 'Browse Events' and contains a table of events. Above the table are filters for Location, Jurisdiction, Event Status, Date, and Schedule Time. The table has columns for #, Jurisdiction, Location, Status, Total Events, and Red Zone. Each row represents an event with a 'Start Session' button. At the bottom, there is a 'Total Events: 534' summary and pagination controls.

#	Jurisdiction	Location	Status	Total Events	Red Zone
353455	Chesapeake Beach	Holland Road (US-58) Work Zone, WB @ Cameron Crossing	In Police Review	245	0
953423	Chesapeake Beach	2972 Westheimer Rd. Santa Ana, Illinois 85486	In Police Review	540	5
352323	Chesapeake Beach	3517 W. Gray St. Utica, Pennsylvania 57867	In Police Review	357	2
293533	Chesapeake Beach	1901 Thornridge Cir. Shiloah, Hawaii 81063	In Police Review	154	13
236352	Chesapeake Beach	8502 Preston Rd. Inglewood, Maine 98380	In Police Review	447	8
125424	Chesapeake Beach	2464 Royal Ln. Mesa, New Jersey 45463	In Police Review	536	4
812343	Chesapeake Beach	4140 Parker Rd. Allentown, New Mexico 31134	In Police Review	877	20
043432	Chesapeake Beach	4517 Washington Ave. Manchester, Kentucky 39495	In Police Review	185	3
395344	Chesapeake Beach	3891 Ranchview Dr. Richardson, California 62639	In Police Review	453	15
854343	Chesapeake Beach	6391 Elgin St. Celina, Delaware 10299	In Police Review	556	19
953242	Chesapeake Beach	2715 Ash Dr. San Jose, South Dakota 83475	In Police Review	426	12
236352	Chesapeake Beach	8502 Preston Rd. Inglewood, Maine 98380	In Police Review	447	8
425224	Chesapeake Beach	2118 Thornridge Cir. Syracuse, Connecticut 35624	In Police Review	561	1
043432	Chesapeake Beach	4517 Washington Ave. Manchester, Kentucky 39495	In Police Review	185	3

Figure 2: Police Queue

Selecting an individual violation shows the information related to that event.

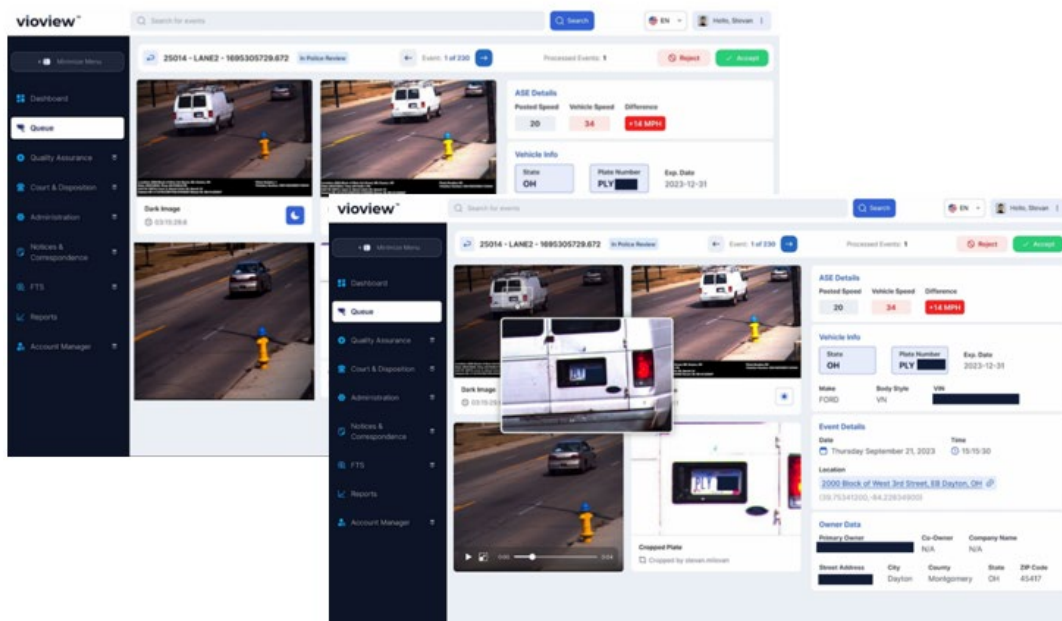
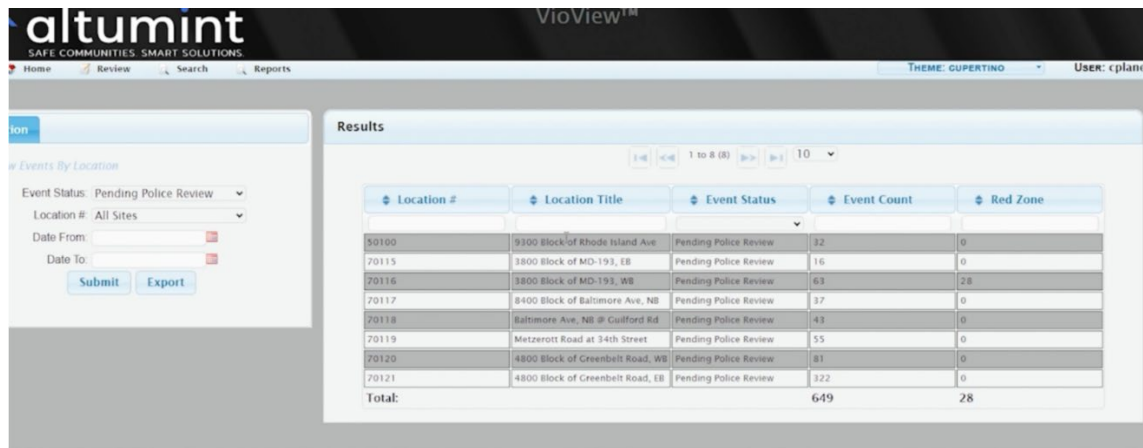


Figure 3: Event Review and License Plate Crop



The reviewing officer can select another image and perform a custom license plate crop to replace the one that the AI captured. The officer can also process the violation by using the Reject or Accept buttons.

When a citation has not been reviewed within the allotted number of days per the County's business rules, police are alerted with a "red report" that contains the outstanding citations.



Location #	Location Title	Event Status	Event Count	Red Zone
70100	9300 Block of Rhode Island Ave	Pending Police Review	32	0
70115	3800 Block of MD-193, EB	Pending Police Review	16	0
70116	3800 Block of MD-193, WB	Pending Police Review	63	28
70117	8400 Block of Baltimore Ave, NB	Pending Police Review	37	0
70118	Baltimore Ave, NB @ Guilford Rd	Pending Police Review	43	0
70119	Metzerott Road at 34th Street	Pending Police Review	55	0
70120	4800 Block of Greenbelt Road, WB	Pending Police Review	81	0
70121	4800 Block of Greenbelt Road, EB	Pending Police Review	322	0
<b>Total:</b>			<b>649</b>	<b>28</b>

Figure 4: Police Queue Showing Events in the Red Zone

D. The capability of the company to provide maintenance and technical support of web-based interface to be used by the County representative in the review and processing of citations/cases.

We provide comprehensive maintenance and technical support for our web-based interface, Vioview Court Module, which is used by County representatives in the review and processing of citations and cases. Our systems are monitored 24/7, and any issues detected are addressed promptly. We utilize a daily maintenance support operation that includes logging various service tasks in an online Maintenance Connection platform, which can provide automated reporting to clients.

E. Describe the web based or other system where authorized users of the system can conduct audits of payments received, disbursements and or other information related to the financial aspect of the contract/agreement.

Authorized users can conduct audits of payments received, disbursements, and other information related to the financial aspect of the contract/agreement through the Vioview Financial Tracking System (FTS). The Vioview client portal is a secure, user-friendly web application that provides real-time updates and ensures efficient management of all aspects of the violation process, including financial tracking. This system allows for detailed reporting and auditing of all financial transactions, ensuring transparency and accountability.

F. Ability to provide web-based access to statistical information related to the violations/citations at various locations and overall.

We provide web-based access to statistical information related to violations and citations at various locations and overall through our Vioview Client Portal. This portal allows authorized users to view detailed reports on violation events, event tracking numbers, and processor event approval and voidance for quality control purposes. Altumint's system includes both standardized and custom reports.



Start Time	End Time	Time Difference	Approvals	Rejections	Process Rate
2023-05-15 21:48:05	2023-05-15 22:49:11	01:01:06	203	0	00:00:18
2023-05-18 19:30:04	2023-05-18 19:38:32	00:08:28	80	0	00:00:06
2023-05-18 21:08:32	2023-05-18 22:58:34	01:50:02	326	5	00:00:20
2023-05-31 19:49:46	2023-05-31 20:49:29	00:59:43	205	2	00:00:17
2023-06-01 19:35:17	2023-06-01 20:35:29	01:00:12	209	1	00:00:17
2023-06-07 19:52:23	2023-06-07 20:52:41	01:00:18	224	1	00:00:16
2023-06-08 19:08:33	2023-06-08 20:08:46	01:00:13	209	5	00:00:17
2023-06-21 17:04:24	2023-06-21 19:03:29	01:59:05	401	5	00:00:18
2023-06-22 19:15:01	2023-06-22 21:14:23	01:59:22	409	16	00:00:17
2023-07-07 08:46:21	2023-07-07 10:47:16	02:00:55	408	13	00:00:17
2023-07-09 13:47:05	2023-07-09 15:46:42	01:59:37	410	10	00:00:17
2023-07-12 05:57:33	2023-07-12 06:58:19	01:00:46	208	2	00:00:17
2023-07-19 21:04:51	2023-07-19 23:05:14	02:00:23	415	10	00:00:17
2023-07-25 10:08:06	2023-07-25 11:10:23	01:02:17	202	4	00:00:18
2023-07-26 08:04:28	2023-07-26 10:08:51	02:04:23	402	9	00:00:18
2023-07-28 08:07:37	2023-07-28 09:06:37	00:59:00	204	6	00:00:17
Total:		22:05:50	4515	89	00:00:17

Figure 5: Sample Processing Report by End User

## CLIENT System Performance



### Month 1-Month 2

Client transitioning from warning period to citations

Summary for all CLIENT Sites

- School Speed Zone - ##
- Work Speed Zone - ##
- School Bus Stop Arm - ##

All percentages are based on the Total Events Captured

Key Metrics:

- Controllable Issuance Rate **83.59%**
  - Issued Citations / (Total Events Captured - Uncontrollable Rejects - In Process)
- Image Quality Rejection Rate **2.59%**
  - (Image Quality Rejected/Total Events Captured)
- Expired Event Total: **243**
- Warnings mailed Month 1-Month 2-35,636
- Citations mailed Month 1-Month 2-12,819

### Client Summary Month 1-Month 2

<b>Total Events Captured</b>	#####	
Issued warnings/citations based on event date	#####	26.81%
Pending Events	#####	21.82%
Pending Altumint Review	##	
Pending DMV Look-up	###	
DMV Queue	#####	
Post DMV Review	##	
Pending Police Review	#####	
<b>Rejection Events</b>	#####	<b>51.37%</b>
<b>Controllable Rejections</b>	#####	<b>5.26%</b>
Expired Citations	###	0.24%
Image Quality	#####	2.59%
Processing Error	###	0.19%
Cropping/Setup Error	#####	2.24%
<b>Uncontrollable Rejections</b>	#####	<b>46.10%</b>
Non-Events	#####	16.40%
Unenforceable	#####	2.50%
Police Discretion	#####	2.30%
DMV- No Hit	#####	1.90%
Wrong Plate/Stolen Vehicle	#####	0.60%
School Bus Operation	##	0.01%
<b>Controllable Issuance Rate</b>		<b>83.59%</b>

Figure 6: Sample Client Summary Report

Our other reports include:

- Operator reports with corresponding authorized user logins
- Payment reports detail payment types, locations, and receipt information
- Total volume reports showing totals for all categories of processing, including pending
- Rejection report containing each rejected camera event, rejection reason and person rejecting the event
- Payment reconciliation reports showing received payments, underpayments, and partial payments
- Over-payment report showing refund amounts due
- Out-of-state report by plate number, date of violation, name of violator, the total amount due, and citation number
- Jurisdiction breakdown report by state registration, both number and percentage
- Fleet report detailing ticketed government and private fleet vehicle
- Aging receivables report
- Multi-offenders report by registration, name, dollar amount owed, and dates of violation





- Offender Suspension Candidate report reflecting those offenders owing at least \$1,000 in outstanding fines and late fees
- Record keeping and tracking for all citations from issuance through final disposition for monthly, quarterly, and yearly standardized reports
- Camera performance
- Adjudication statistics
- Accounts receivable
- Personnel performance
- Financial reports
- Registration plate flagging
- Flag releases
- Suspension and suspension removal notices to the DMV
- Daily reconciliation report of the number of citations the County authorized and/or approved
- Average violations for each camera location
- Overall increases or decreases in violations
- Monthly statistical report for each camera site
- Number of events
- Vehicle passes
- Violations issued
- Violations rejected/reason why
- Camera site performance and efficiency
- Time of violation (hour/day/month)
- Evaluation that includes statistical information, including
- Number of events transferred
- Percentages reflecting events approved
- Events rejected
- Events spoiled
- Event age at transfer
- Camera site performance by efficiency
- Time (hour, day, month)
- Reason for rejection
- Monthly report noting the performance of the Customer Service Center
- Automatic Call Distribution system performance
- Customer handling
- Number of calls dropped
- Number of calls placed in voicemail
- Wait time for each customer

Nixie reports containing:

- Citation number
- Date of violation



- Date of nixie
- Old address information
- New address information
- Reporting also captures and stores data to allow for reporting on the following:
  - Date of violation event
  - Event tracking number
  - Time of each violation
  - Location of violation
  - Open citations for violators with multiple events
  - Report detailing processor event approval and voidance by name for quality control purposes

### ***Statistical Analysis***

Our enforcement software application incorporates sensors, devices, and components to provide accurate automated speed detection and enforcement in all weather conditions. Our traffic sensor provides time-stamped, lane-specific speed readings for every vehicle passing through the enforcement system's detection area. The traffic sensor can also report environmental conditions such as rain or snow in addition to the speed data. To ensure proper operation of the speed enforcement system platform, we utilize environmental sensors to provide data to the imaging device to produce quality images regardless of the time of day, light conditions, or weather conditions.

One of the primary responsibilities of Altumint's program managers is to work with you to develop reporting using the data described above.

G. The Contractor shall provide in detail their business practices related to the processing of automated school zone speed enforcement citations, including but not limited to each of the following areas:

a. Review process and transmission of violations to the County representative.

The review process and transmission of violations to the County representative involve several steps. Initially, Altumint conducts multiple event reviews and looks up the license plate before events reach the police queue. We perform the initial review to verify it is a violation, either manually or through Artificial Intelligence (AI). After that, we perform a DMV lookup and second verification, matching the vehicle type with the photo images to ensure that the citation is associated with the correct car. Registered owner lookups are requested through Nlets, and the response data is returned to Altumint. After our review, the citation is turned over to the County for review and approval. The police queue shows all events requiring review by location. The reviewing officer can select another image, perform a custom license plate crop, and process the violation using the Reject or Accept buttons. If a citation has not been reviewed within the allotted number of days, police are alerted with a 'red report' containing the outstanding citations.

b. Mailing of duly authorized citations to the registered vehicle owner for payment.

Altumint will prepare, print, and mail warnings, notices, and Uniform Traffic Citations (UTC) for all approved citable offenses by first-class mail. All citations will be in accordance with Florida Court requirements and the County's approved format. Notices are mailed within the time limits specified by law. Vioview has a built-in mechanism to automatically ensure that




no violations are mailed beyond the time limits specified by law. Altumint will mail warnings instead of citations for each newly installed system during the first month of operation.

All printed citations shall include three (3) digital violation images of a quality acceptable to the County. The citations include the electronic signature and ID number of the law enforcement officer or the County's Authorized Representative who approved the citation. One image shows the vehicle's registration plate, which is clearly readable. Printed citations comply with State law and include court-approved language, the date and time of the violation, the location of the violation, the amount of the civil penalty imposed, a legend for reading the embedded violation data, and the date by which the civil monetary penalty must be paid. Information regarding payment options, instructions for viewing images online, and a payment coupon are also included.

Altumint will send a UTC to delinquent violators in the event of non-response after a specified time established by the County's business rules. Vioview contains logic that enables automated tracking of all violation account information, including payments and scheduled hearings, to ensure follow-up notices are properly sent to violators. The second notice will inform the violator that the fine is past due and include all information provided within the first notice.

A third and final notice is sent to registered owners to inform them that their plate has been flagged and placed on a registration hold. Examples of notices that we currently send for clients are below:





### CITATION SPEED MONITORING VIOLATION

05/14/2024

To: JOHN DOE

Please take notice the vehicle described and pictured herein was detected and recorded by a speed monitoring system exceeding the posted speed limit by at least 12 MPH in violation of Title 21, Subtitle 8 of the Transportation Article. The pictured vehicle was traveling at the speed listed below at the place, date, and time specified. Therefore, under Maryland State Law, Transportation Article § 21-809, as the registered owner(s) or lessee (six months or more) you are liable for the violation. Unless you elect to go to court, a civil penalty in the amount of \$40.00 must be paid by the due date shown on this notice.


**PAYMENT OF THE PENALTY AMOUNT FOR THE VIOLATION WILL NOT RESULT IN POINTS AND CANNOT BE USED TO INCREASE YOUR INSURANCE RATES.**

**WARNING: FAILURE TO PAY THE PENALTY SHOWN, OR TO CONTEST LIABILITY DESCRIBED IN THE NEXT PARAGRAPH IS AN ADMISSION OF LIABILITY AND MAY RESULT IN THE REFUSAL BY THE MOTOR VEHICLE ADMINISTRATION TO REGISTER OR REREGISTER THE MOTOR VEHICLE.**

You must pay or contest this citation by the due date noted below. If you appear in court, the maximum amount you can be charged is \$40.00 fine plus court costs.

Recorded images are evidence of a violation of the Maryland law prohibiting exceeding the maximum posted speed limit.

DATE AND TIME OF VIOLATION	LOCATION OF VIOLATION	VEHICLE TAG
4/18/2024 10:04:41 AM	900 Blk West Mount Harmony W/B	MD ABC123
POSTED SPEED 25 mph	VEHICLE SPEED 46 mph	DUE DATE 06/13/2024
VIOLATION NUMBER CC123456789	AMOUNT DUE \$40.00	



A Public Safety Program of the  
Calvert County Sheriff's Office  
443-354-3068

(Rev. 10/2023)

You may view full color images/video (if available) and pay online at: [www.ip360tag.com](http://www.ip360tag.com)

Citation Number: CC123456789 Pin Number: 1234




Image A




Image B





Image C


**CERTIFICATE**

I am a duly authorized law enforcement officer employed by or under contract with the Calvert County Sheriff's Office. Based on inspection of the recorded images shown above, the motor vehicle was operated in violation of Title 21, Subtitle 8 of the Transportation Article, as evidenced by the above images.

Sworn to or affirmed by:

Signature:  ID # 4071

Detach here and return



**CITATION NUMBER CC123456789**

Due Date	FINE AMOUNT DUE
06/13/2024	Amount Due : \$40.00

**JOHN DOE**  
123 MAIN STREET  
PRINCE FREDRICK, MD 20678

You can view full color images/video (if available) at: [www.ip360tag.com](http://www.ip360tag.com)

Citation No.: CC123456789 Pin No.: 1234

☐ **IF YOU WANT TO PAY THIS CITATION: (Do not send cash.)**

- Place your check or money order for \$40.00 (made payable to the Calvert County Sheriff's Office ) along with this form to:  
Calvert County, MD  
Automated Speed Enforcement  
P.O. Box 5046  
Hagerstown, MD 21741-5046
- Pay Online at: [www.ip360tag.com](http://www.ip360tag.com)
- Pay by Phone: 443-354-3068 and follow the system prompts.  
See further instructions on the back of this citation

Payment is considered an **ADMISSION OF LIABILITY** and waives your right to a hearing. Payment must be received on or before the due date.

☐ **IF YOU WANT TO REQUEST A COURT HEARING:**  
Follow the instructions on the back of this form.

Calvert County, MD Automated Speed Enforcement  
PO Box 5046  
Hagerstown, MD 21741

Hagerstown, MD 21741

- Do not send payment with your request for court date.
- You will be notified by mail of the court date, time, and location.

☐ My vehicle or tag was stolen at the time of the violation.

☐ I was not operating the vehicle at the time of the violation.

I hereby request a hearing date to appear in District Court to contest the liability assigned to me by this citation.

SIGNATURE OF REGISTERED OWNER OR LESSEE	DATE

Figure 7: Front and back of Speed citation

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CITY OF HIALEAH GARDENS, FL POLICE DEPARTMENT  
PHOTO ENFORCED SCHOOL ZONE SPEEDING  
PO BOX 750058  
ATLANTA GA 30374-7858  
CUSTOMER SERVICE: 866-506-2155

JOHN DOE JR  
123 MAIN STREET  
SOMEWHERE, FL 12345-12

### FLORIDA UNIFORM TRAFFIC CITATION

You may examine and observe your images and video at  
the below internet location.

[www.onlinecitationpayment.com](http://www.onlinecitationpayment.com)

Violation #:

Pin #:

### AMOUNT DUE: DUE DATE:

ISSUE DATE:

FINE AMOUNT:

LOCATION:

VIOLATION DATE AND TIME:

VEHICLE LICENSE #:

Important instructions to individuals charged with a non-criminal traffic infraction. You have been issued a uniform traffic citation for a violation of State Statute code 090 School Zone Speed CAMERA ONLY, 316.183 (2) or 316.1865 (10) pursuant to F.S. 316.1896 of the Florida State Statutes. You are required to comply with one of the options listed below. If you fail to comply with one of the options by the date listed your driving privilege may be suspended until you comply and you may incur additional cost associated with non-compliance.

You may pay the civil penalty listed on this citation to the Clerk of Court or establish a payment plan pursuant to s. 28.246(4), F.S.

**YOU HAVE THE RIGHT TO EXAMINE AND OBSERVE THE IMAGES AND VIDEO EVIDENCE OBTAINED FOR THIS CASE:** The recorded images and video of your violation will be submitted as evidence for the disposition of this violation. To view your images and video online at: [www.onlinecitationpayment.com](http://www.onlinecitationpayment.com), you will need your Violation # and Pin # printed on the top of this Notice inside the red box. If you do not have Internet access, you have the right to examine and observe your video and images at [viewing location](#).

#### Option A: MAKE A PAYMENT

- PAYMENT BY MAIL** - must be received by  payable by check or money order directly to the Clerk of the Court. Sign and mail this original Citation with your payment. Please keep a copy for your records. MAILING ADDRESS FOR THE CLERK OF COURT: Clerk of the Circuit Court Traffic Violations Bureau, <enter clerk of court mailing address> **DO NOT MAIL CASH.**
- PAYMENT IN PERSON** - may be paid in person at Clerk of the Court, <Enter Address>, or check the Clerk of Courts website for other locations on or before . Include this original Citation with your payment. Please keep a copy for your records.
- PAYMENT ONLINE** - [www.onlinecitationpayment.com](http://www.onlinecitationpayment.com)

**Option B: REQUEST A HEARING** To challenge this Citation, request a court hearing prior to . Sign and mail this original Citation to the <enter address to request a hearing in writing>. Please keep a copy for your records. If the official determines no infraction has been committed, no costs or penalties shall be imposed and any costs or penalties which have been paid shall be returned in accordance with Florida Statute § 318.20. IF THIS BOX IS NOT CHECKED, A HEARING WILL NOT BE SCHEDULED. THE COURT WILL SCHEDULE YOUR HEARING AND NOTIFY YOU OF THE DATE, TIME, AND LOCATION.

SIGNATURE OF VIOLATOR

DATE

**Option C: AFFIDAVIT** If you are the registered owner of the vehicle, you are deemed responsible for the penalty unless, in compliance with Florida Statute § 316.1898 you establish by a notarized affidavit that a statutory exemption applies.

AUTHORIZED INDIVIDUAL

SIGNATURE

BADGE #

ID #

TROOP/UNIT

Figure 8: Sample Uniform Traffic Citation



c. The process of any pre-citation review hearing access of evidence provided to violators, if applicable.

We will coordinate the appeal hearings associated with protests of citations and collect and process appeal hearing dispositions. We will receive initial appeal requests and schedule appeal hearings for alleged violators using our Vioview Court Module. Using the web-based Court Module of Vioview, our customer service staff can create and schedule hearing dockets on the calendar, generate and issue hearing notices, generate paper dockets, prepare disposition sheets, and prepare docket summaries. Additionally, our Mobile Court Terminal (MCT) allows County personnel to view hearing dockets, citation numbers, vehicle owner information, violation dates/times, citation payment statuses, operational logs, and annual calibration verifications. This ensures that each officer has the most up-to-date information for hearing dockets, and payments can be accepted up to and during court, with transactions immediately uploaded into Vioview.

D. The Contractor's available online case management system.

We provide a secure website through our Vioview Client Portal, which serves as an online case management system. Authorized users can view violations, review and approve citations, and access financial tracking information. The portal allows for real-time updates and ensures that all aspects of the violation process are managed efficiently and securely. Additionally, our system includes an audit trail of all voided and discarded images, tracks the entire citation management cycle, and logs all actions taken during the review process. This comprehensive system ensures that any voided or discarded images are documented and accessible for audit purposes.

e. The process for receiving payments from violators.

Altumint offers multiple payment options for violators, including credit card payments on our e-commerce website, payments via toll-free telephone number, and check or money order mailed to a specified USPS lockbox. Payments are managed and posted as follows:

***Payment Portal***

Altumint accepts payment for citations via credit card on our E-Commerce website. Violators log into the payment website with the supplied citation number and PIN to authenticate. Once logged in, the violator can review violation video and or images captured and the details of the citation. When the violator is ready to submit payment, they can click a button on the review page that takes them to a payment form for entering credit card and billing address information. When the form is complete, the transaction is submitted to the payment gateway for processing. The violator gets a response back confirming the payment if the transaction is successful. There is a clear, nominal fixed convenience fee paid by the violator for provision of this payment method. Upon a successful transaction, the citation amount in the Vioview database is updated immediately to close out the citation, and the recipient is presented with the transaction receipt for printing.

Altumint's Vioview Client Portal is a secure, user-friendly web application where violators can view their violations online.





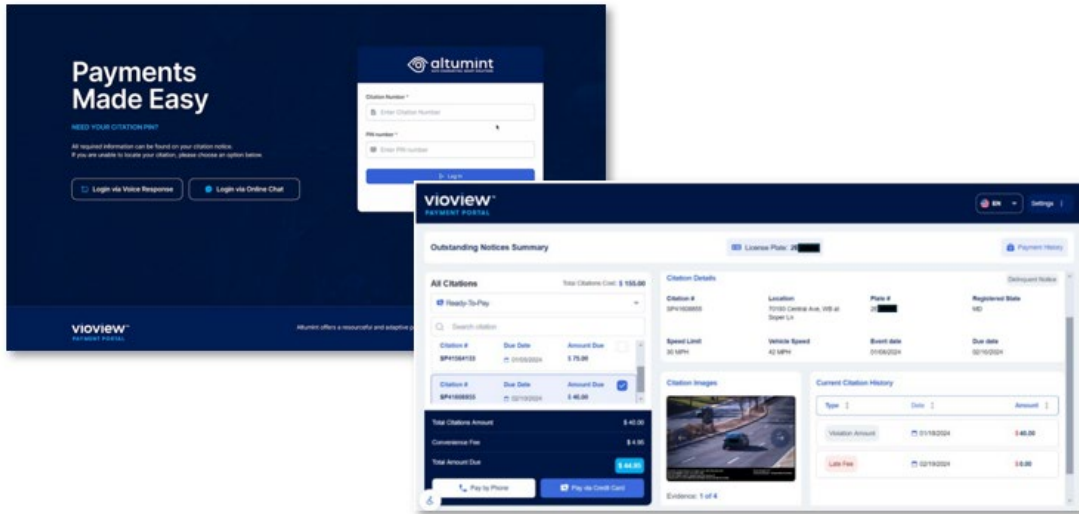


Figure 9: Portal Sign In and Citation Payment Screen

### ***Interactive Voice Response (IVR)/Customer Service***

Altumint operates a toll-free call center, providing an essential interface between each client's program and the public. Our call center software is a cloud-based solution from Five9. All our CSRs use Vioview to update all aspects of the violation in real time while speaking with the violator.

Our Five9 CSR Platform enables:

- IVR messages
- Automatic queue callback
- Temporary storage of call recordings
- Exclusive 800 numbers

Our Customer Service Call Center uses the Vioview Financial Tracking System (FTS) to process payments received. Additionally, authorized users can access Vioview FTS to conduct audits of payments received, disbursements, and other information related to the financial aspects of the program.

### ***Lockbox***

Altumint provides a lockbox service for payments and program correspondence. Violators have the option to mail checks or money orders, along with the provided coupon printed on the bottom of the citation to the Post Office Box. The lockbox processing center will receive delivered material by a bonded courier for processing every weekday.

One of the lockbox rules is to verify that the checks are written in US Dollars. At the check set level of lockbox processing, both the scanned coupon and scanned check amount are displayed, if there's a variance in the amounts, processors manually enter the written check amount. The written (legal) amounts are applied if the dollar amounts differ from the written one. Any amount is acceptable to allow for partial payments.

Once at the lockbox processing center, payments are scanned in electronically and credited to the bank account. An electronic transaction file listing all payments processed for the day is encrypted and uploaded to a File Transfer Protocol server, which is made available for



Altumint to retrieve. An automated process initiated on the Altumint processing server downloads, decrypts, and processes the data to apply payments to the associated citations.

Imaging of checks and correspondence is done when the lockbox payments are processed. Check and document images are made available via a secure website provided by Capital One, our financial institution providing lockbox services to Altumint. An electronic transaction file listing all payments processed for the day is encrypted and uploaded to a File Transfer Protocol server, which is made available for Altumint to retrieve. An automated process initiated on the Altumint processing server downloads, decrypts, and processes the data to apply payments to the associated citations. Altumint manages the following service elements with accurate receipt, processing and updating of mail-in payments:

- Method for receipt of payments and database applications
- Ability to accept payments by source (cash, check, money order, or credit card)
- Ability to handle electronic reimbursement
- Verification of check amounts
- Batch reconciliation and file update
- Payment imaging
- Bonded courier service from lockbox pickup, from the Customer Service Center, from County locations and to financial institution
- Accepting partial payments
- Return of payment process (i.e., fraudulent payments, second party checks, etc.)
- Processing exception payments

### ***Payment Gateway***

Altumint uses Authorize.net as our payment gateway to manage our merchant account. Funds flow through Altumint and are delivered to the client via ACH.

f. The process of accepting individuals who wish to have a citation review hearing in front of a County representative.

We will provide hearing scheduling services for individuals disputing notices, including call center services to take calls during normal business hours. Our customer service representatives will coordinate the appeal hearings associated with protests of citations and collect and process appeal hearing dispositions. We will receive initial appeal requests and schedule appeal hearings for alleged violators using our Vioview Court Module.

g. A description of evidence materials and methods provided to code enforcement for citation review hearings.

We will provide a comprehensive set of evidence materials and methods to code enforcement for citation review hearings. Our Vioview Court Module allows us to create and schedule hearing dockets, generate and issue hearing notices, prepare disposition sheets, and generate paper dockets. The Mobile Court Terminal (MCT) ensures that County personnel can view hearing dockets, citation numbers, vehicle owner information, violation dates/times, citation payment statuses, operational logs, and annual calibration verifications. Selecting the citation number lets you view the actual citation, images, and video. Clicking on the desired calibration log allows you to view the calibration logs. Selecting the vehicle owner's name generates the officer statement for each case on the hearing docket. Payments can be accepted up to and during court, with transactions immediately uploaded into Vioview. This



system ensures that each officer has the most up-to-date information for hearing dockets. Additionally, we will coordinate the appeal hearings associated with protests of citations and collect and process appeal hearing dispositions. Altumint will receive initial appeal requests and schedule appeal hearings for alleged violators using our Vioview Court Module.

**h. The flexibility of creation of code enforcement dockets within parameters set by the County.**

Our Vioview Court Module provides the flexibility to create code enforcement dockets within the parameters set by the County. This web-based module allows customer service staff to create and schedule hearing dockets, generate and issue hearing notices, prepare disposition sheets, and search by docket, status, citation, date, etc. Additionally, the Mobile Court Terminal (MCT) enables County personnel to view hearing dockets, citation numbers, vehicle owners, violation dates/times, citation payment statuses, operational logs, and annual calibration verifications. The MCT also allows the County to select court dates at least three months in advance, schedule hearings, issue notices, and prepare judge's disposition sheets along with docket summaries.

**i. The process of accepting individuals who wish to have a citation review hearing regarding a ticketed violation.**

We will provide hearing scheduling services for individuals disputing notices, including call center services to take calls during normal business hours. Our customer service representatives will coordinate the appeal hearings associated with protests of citations and collect and process appeal hearing dispositions. We will receive initial appeal requests and schedule appeal hearings for alleged violators using our Vioview Court Module. Additionally, we will ensure that speed violation hearings are scheduled on the second Wednesday of each month, as required.

**j. A description of evidence materials and methods provided for citation review hearings.**

We will maintain a proper chain of evidence that meets the needs of the County and Court function. Altumint will provide the County with turnkey adjudication processing service support. Our customer service representatives coordinate this process. Altumint will coordinate the appeal hearings associated with protests of citations and collect and process appeal hearing dispositions. Altumint will receive initial appeal requests and schedule appeal hearings for alleged violators using our Vioview Court Module.

Altumint will provide the County with all supporting documentation materials needed for the court testimony, including:

- Large digital image of the first violation photograph
- Large digital image of the second violation photograph
- Digital image of the license plate
- Field service technician log indicating the good working order of the camera system at the time of the violation
- A court disposition sheet
- Any written correspondence received from the violator
- Any additional information requested by the court or its representative

We supply our clients with our Mobile Court Terminal (MCT) if digital court packages are authorized. Our proprietary MCT software allows County personnel to:



- View hearing dockets
- View Citation number, vehicle owner, violation date/time
- View Citation payment status View Operational logs, annual calibration verifications Using the web-based Court Module of Vioview, our customer service staff can:
- Create & Schedule Hearing Dockets on Calendar
- Generate & Issue Hearing Notices
- Generate Paper Dockets
- Prepare Disposition Sheets
- Prepare Docket Summaries
- Search by Docket, Status, Citation, Date etc.



Figure 10: The Vioview Docket Gives Officers Access to the Evidence Needed

The actual citation, the images, and video can be viewed by simply selecting the citation number. The calibration logs can be viewed by clicking on the desired log. Selecting the vehicle owner's name generates the officer statement for each case on the hearing docket. Payments can be accepted up to and during court. The transaction is immediately uploaded into Vioview, and the citation is closed out. The MCT ensures each officer has the most up-to-date information for hearing dockets.

MCT allows the County to:

- Select court dates at least three (3) months in advance
- Schedule hearings, issue notices, prepare a judge's disposition sheet along with two (2) docket summaries

k. The flexibility of creation of citation review hearing dockets.

The flexibility of creation of citation review hearing dockets is provided through our Vioview Court Module. This web-based module allows customer service staff to create and schedule hearing dockets on the calendar. Additionally, the Mobile Court Terminal (MCT) enables County personnel to select court dates at least three months in advance and schedule hearings. This ensures that the hearing dockets can be created and managed efficiently and flexibly to meet the needs of the County and Court function.



H. The Contractor's capability to be responsible for maintaining all system components including but not limited to equipment, infrastructure, signs, and any computer hardware, software, or web applications which may be necessary during the term of contract. The Contractor will also be responsible for updating equipment and technology during the term of the contract as new technology becomes available.

We design and build our systems in-house at our Lanham, Maryland, headquarters, allowing us to innovate quickly and respond rapidly to maintenance and repair requests. Our daily maintenance support operations include a log that documents camera relocations, initial testing and deployment, preventive maintenance, calibration reports, and other service tasks in an online Maintenance Connection platform that can provide client automated reporting. Our preventative maintenance, remote and onsite repair, and replacement programs are designed to identify potential problems before they affect system operations, minimizing downtime. Our systems have 4G LTE modems and remote login software, and we deploy an automated system that monitors our devices 24/7, reporting every ten minutes to monitor system performance. This system is web-based and email-based to send notifications and warnings in case of system failure. In conjunction with LabVIEW software, our Altumint Monitoring (ALMOND) system identifies malfunctions and enables remote resolution of issues in most cases. Each enforcement system's operational health is checked daily through a self-test, and systems will not enforce until they pass this internal self-check. Additionally, we use a third party to perform yearly calibration on our cameras and can provide a copy of the calibration certificate. If there is a problem with the system, our Daily Remote Check (DRC) team performs a daily preventative maintenance evaluation and issues a service ticket to a local Field Service Technician (FST). The FST will work on repairing the system remotely, and if an onsite repair or replacement is required, the FST will be dispatched to the site. We take a modular approach to building our units to make it possible to perform a "hot swap" for most repairs, greatly reducing downtime. After repair, a function test is performed to verify that all components are working as needed, and the FST will report what they have done to resolve the ticket and close it. This data is saved for monthly report generation. We will also be responsible for updating equipment and technology during the term of the contract as new technology becomes available. More information on our service and system support is available in [Proposal Section 4, Service, Security and System Support](#).

I. The Contractor capability to deliver a comprehensive training program for County representative personnel involved in the administration and/or operation of the system and its components including designated County representative's personnel, County personnel, and other pertinent officials. Training for personnel should include at a minimum:

a. Detection and camera systems familiarization.

Altumint builds our own proprietary enforcement systems and software, and we certify our instructors internally. We take a practical, hands-on approach with our curriculum, teaching stakeholders what they need to know to do their job efficiently and effectively.

Our classes include an array of assets, frequently asked questions, procedural walkthroughs, and hands-on learning training. Altumint will work with you to develop a customized training plan and schedule. Below is a summary of the types of training we offer.



Training	Initial Training	Class Size	Follow-up Frequency
Police Officer/Approver	Before Warning Period	Up to 20	As Needed
Financial	During Warning Period	Up to 5	Monthly
Court	During Warning Period	Up to 20	Monthly
IT	Before Warning Period	Up to 5	As Needed

Below is an example of a training curriculum for those who approve citations:

***Vioview Sheriff (Approver) Training Summary***

Intended Audience: Those responsible for approving citations.

- Overview of the program
- Overview of citation processing
- Your role in citation processing
- The citation timeline
- What data is captured in a citation?
- Controllable versus uncontrollable reject reasons
- What is Vioview?
- Logging into Vioview
- Looking at the queue
- “Red” citations
- Reviewing a citation
- Next steps in the citation process

Our training for personnel includes familiarization with detection and camera systems. We offer a variety of training types, including initial training and follow-up sessions, tailored to different roles such as police officers, financial personnel, court staff, and IT professionals. Training sessions are customized to meet the specific needs of our clients, and we work closely with them to develop a training plan and schedule. Our classes include an array of assets, frequently asked questions, procedural walkthroughs, and hands-on learning opportunities. For example, our Vioview Sheriff (Approver) Training includes an overview of the program, citation processing, the role of the approver, citation timeline, data captured in citations, and steps in the citation process.

**b. System training in a classroom or work environment setting.**

We provide system training in both classroom and work environment settings.

**c. Hardware (if applicable) and or software familiarization training.**

We will provide training for personnel that includes both hardware (if applicable) and software familiarization training. Our training curriculum is designed to teach stakeholders what they need to know to perform their jobs efficiently and effectively, including hands-on





learning opportunities and procedural walkthroughs. We will work with you to develop a customized training plan and schedule to meet your specific needs.

d. Citation review hearing testimony and evidence presentation strategies for presenting

We provide comprehensive training for personnel, including citation review hearing testimony and evidence presentation strategies.

e. School Zone Speed violations and citations in hearings.

We offer comprehensive training for personnel, including training on School Zone Speed violations and citations in hearings.

J. The Contractor must recommend the hardware and software, if applicable, required to run the administrative components of the proposed solution, including, but not limited to, report writing, user account management, citation viewing, speed enforcement video review, video camera live feed viewing. The Contractor must also identify what the recommended (not minimum) specifications of the hardware and/or software requirements are. Any software or hardware that is required to operate the system, if applicable, should be included within the cost proposal.

Our proposed solution includes the Vioview back-office system, which handles all administrative components such as report writing, user account management, citation viewing, speed enforcement video review, and live feed viewing. The recommended hardware and software specifications for running Vioview are as follows:

**Hardware Requirements:**

- **Server:** High-performance server with at least 32 GB RAM, multi-core processor (Intel Xeon or equivalent), and SSD storage for fast data access.
- **Workstations:** Modern workstations with at least 16 GB RAM, multi-core processor (Intel i7 or equivalent), and dual monitors for efficient multitasking.
- **Network:** Reliable high-speed internet connection with secure 4G LTE modems for remote connectivity and monitoring.

**Software Requirements:**

- **Operating System:** Windows Server 2019 for servers and Windows 10 Pro for workstations.
- **Database Management:** Microsoft SQL Server for robust data management and reporting capabilities.
- **Security:** CrowdStrike for antivirus and endpoint detection and response, and NIAP-validated firewall with EAL4 conformance claim for network protection.
- **Remote Access:** Remote login software for system configuration and troubleshooting.
- **Monitoring:** Altumint Monitoring (ALMOND) system for automated 24/7 system performance tracking and issue resolution.

All necessary hardware and software required to operate the system are included within the cost proposal.

K. The Contractor should describe their business practice and financial process and timeline for transferred funds under their proposed model.

Altumint will manage the collection of fines and deposit all monies into an account specific to the County. We will develop County-approved fine collection procedures in accordance with the County's financial accountability and Customer Service Guidelines. Our payment



collection options include credit card payments on our e-commerce website, payments via toll-free telephone number, and check or money order mailed to a specified USPS lockbox. The funds collected will flow through Altumint and be delivered to the County via ACH.

L. Capability to prepare materials for a citation review hearing review including but not limited to legal proceedings both civil and or criminal related to school zone speed enforcement a providing expert witness testimony in all legal proceedings confirming the functionality and accuracy of the system.

We have the capability to prepare materials for citation review hearings, including legal proceedings both civil and criminal related to school zone speed enforcement. Our Vioview Court Module allows us to create and schedule hearing dockets, generate and issue hearing notices, prepare disposition sheets, and generate paper dockets. The Mobile Court Terminal (MCT) ensures that County personnel can view hearing dockets, citation numbers, vehicle owner information, violation dates/times, citation payment statuses, operational logs, and annual calibration verifications. This system ensures that each officer has the most up-to-date information for hearing dockets, and payments can be accepted up to and during court, with transactions immediately uploaded into Vioview. Several of our team members serve in an expert witness capacity and will be available for court hearings as needed to confirm the functionality and accuracy of the system.

M. The Contractor will solicit input from the school system for each installation location to verify the calendar for enforcement times. The Contractor shall describe the responsibility for maintaining and updating this business process on an ongoing basis after installation.

We will solicit input from the school system for each installation location to verify the calendar for enforcement times. Our responsibility for maintaining and updating this business process on an ongoing basis after installation includes regular communication with the school system to ensure enforcement times are accurate and up-to-date. We will coordinate with the school system to adjust enforcement schedules as needed, based on changes in the school calendar or other relevant factors. This ongoing process ensures that our enforcement systems operate in alignment with the school system's requirements and schedules.

N. Contractor assumes all risks for direct and indirect damage or injury to the property or persons used or employed on or in connection with the work contracted for, and of all damage or injury to any person or property wherever located, resulting from any action, omission, or operating under the contracted work, until acceptance of the work by County personnel.

We assume all risks for direct and indirect damage or injury to the property or persons used or employed on or in connection with the work contracted for, and of all damage or injury to any person or property wherever located, resulting from any action, omission, or operating under the contracted work, until acceptance of the work by County personnel. We provide indemnification and are amenable to offering full defense, indemnification, and hold harmless protection, not subject to a cap, for third-party claims for IP infringement and/or violation of applicable law arising from our services. This includes appropriate notice and carveouts to the extent such third-party claims arise from the client, its representatives, and/or its other service providers. We will also agree to indemnify, defend, hold harmless, and reimburse the County, its agents, and employees from and against all losses, liabilities, expenses, and all claims for damages of any nature whatsoever relating to or arising out of any action or failure to act by us, our subcontractors, officers, agents, and employees of any of the obligations under the contract. This includes, but is not limited to, civil and criminal fines



and penalties, loss of use or services, bodily injury, death, personal injury, or injury to real or personal property, defense costs, legal fees and costs, and attorney's fees for an appeal.

O. The Contractor shall be as fully responsible for the acts and omissions of its subcontractors and of persons employed by them.

We ensure that all subcontractors and their employees adhere to the same standards and obligations as outlined in our contract. This includes compliance with all legal and regulatory requirements, as well as maintaining the quality and integrity of the services provided.

### 2.1.3 Equipment Specifications

**RP-21 EQUIPMENT SPECIFICATIONS:** The Contractor must be able to deploy Automated Speed Detection School Zone Safety equipment in accordance with the following standards:

A. Each speed detection system shall be equipped to detect a violating vehicle, activate the camera/video system, and produce color images of the rear of the vehicle. Video Technology is required. Still shots, alone, are not acceptable. Respondent proposer must utilize radar and/or laser automated speed detection systems. These must be in production at the time of submittal.

Altumint's Viocam™ photo speed enforcement system is equipped to detect a violating vehicle, activate the camera/video system, and produce color images of the rear of the vehicle. The system uses a state-of-the-art 4D UHD radar sensor for vehicle speed detection and tracking, integrated with a 4K color video camera with auto aperture for violation capture. The system captures 4K color video frames of the violating vehicle, ensuring multiple frame choices to capture each violation properly. Each violation has an encrypted data bar appended to the image at the moment of capture to ensure no data manipulation can occur. The radar sensor has up to a 100-degree FOV and a range of up to 1000 feet, covering up to six lanes of vehicle traffic. The system can capture up to 64 consecutive and simultaneous violations, ensuring no blackout or lost events. The Viocam system is in production and meets the requirement for radar and/or laser automated speed detection systems.

B. Each system must be capable of clearly recording the rear of the vehicles to clearly identify the rear license plate of the vehicle that is reasonably believed to have violated the speed limit within the designated school zone during the applicable time periods.

Altumint's Viocam™ photo speed enforcement system is capable of clearly recording the rear of vehicles to identify the rear license plate of the vehicle that is reasonably believed to have violated the speed limit within the designated school zone during the applicable time periods. The system uses a 4K color video camera with auto aperture for violation capture, ensuring clear images of the vehicle and license plate. Each violation has an encrypted data bar appended to the image at the moment of capture to ensure data integrity.

C. Each system must be capable of consistently taking video of license plates regardless of glare or materials used to obscure the license plate from clear view at various viewing angles.

Our enforcement systems use video cameras to capture many frames of the rear of the vehicle and the vehicle registration plate. Using these multiple images, we can mitigate the effects of glare, plate blockers, and reflective materials that use polarizers to prevent viewing the plate. Additionally, the Viocam system utilizes 4K color video cameras with auto aperture and powerful InfraRed (IR) illuminators. The IR illuminators are particularly effective in overcoming the challenges posed by reflective materials and plate covers.



**ALPR:** Altumint offers a “You choose the vendor; you choose the location” ALPR solution. To help the County advance its public safety technology capabilities, Altumint will install and maintain one ALPR camera for each speed enforcement camera. This camera will be supported for the duration of our contract. Having these cameras separate from the speed enforcement cameras ensures you are compliant with Florida Statute 316.1896(15). Altumint allows the County to choose where to install the ALPR cameras at the best location for safety possible, which may or may not be the same location as the school zone enforcement system. Our back-office system, Vioview, is an all-encompassing application that handles all report writing, user account management, citation viewing, video review, live feed viewing, and all other functions necessary to run a successful School Zone Speed Enforcement program.

D. Each system should be capable of accurately monitoring up to two (2) traffic lanes at once. Describe the system's ability to accurately capture violations at approaches with up to two (2) lanes in one direction.

The Viocam photo enforcement system uses a 4D UHD radar sensor with a 100-degree field of view and a range of up to 1000 feet, which allows it to track and enforce violations across six (6) lanes simultaneously. The radar sensor provides range, azimuth, elevation angle, and speed vector for up to 256 objects (64 vehicles) in both travel directions. This capability ensures accurate enforcement for two (2) lanes of traffic in one direction. Each violation record includes a video clip and three digital still images, with all relevant data embedded in the violation data bar at the time of capture.

E. Each speed detection system must utilize infrared systems that do not utilize distracting flashing devices. Please specify the type of lighting required by your system for a standard four-lane approach. Also describe associated flash characteristics, if any, of your system. Floodlights may not be used.

Our speed detection system utilizes InfraRed (IR) illuminators for nighttime violation capture, avoiding the use of distracting flashing devices. The IR illuminators ensure clear images in all light and weather conditions without causing visual distraction or disorientation to drivers. For a standard four-lane approach, the system is equipped with powerful IR illuminators integrated with a 4K color video camera with auto aperture for violation capture. There are no floodlights or strobing white light flashes used in our system.

F. From point of data capture, all video and accompanying video sequences must be capable of secure storage and transmission, and capable of maintaining a secure chain of evidence. Contractors shall briefly describe their approach to maintaining security of evidence.

We provide security of evidence from the point of data capture through secure storage and transmission methods. All program output is cryptically stored and transmitted using the following measures:

**Data Encryption:** Disk encryption using AES-128 encryption ensures that all stored data is protected.

**Data Replication:** Onsite near real-time data replication and offsite daily replication to cloud storage ensure data redundancy and security.

**Network Security:** Cisco FMC perimeter firewall, intrusion detection enabled, quarterly PCI network scans, and annual network PEN testing protect data during transmission.

**Chain of Custody:** Our Vioview system tracks all violation account information, including payments and scheduled hearings, to ensure follow-up notices are properly sent to violators.



The system logs all actions taken during the review process, ensuring that any voided or discarded images are documented and accessible for audit purposes.

These measures collectively ensure that all video and accompanying sequences are securely stored, transmitted, and maintain a secure chain of evidence.

G. Contractors shall submit example set(s) of violation video and any evidentiary photos produced from video electronically with their proposal, if applicable under the following conditions:

- Daytime - fair conditions AND rain conditions
- Nighttime - fair conditions AND rain conditions

***Daytime - fair conditions AND rain conditions***

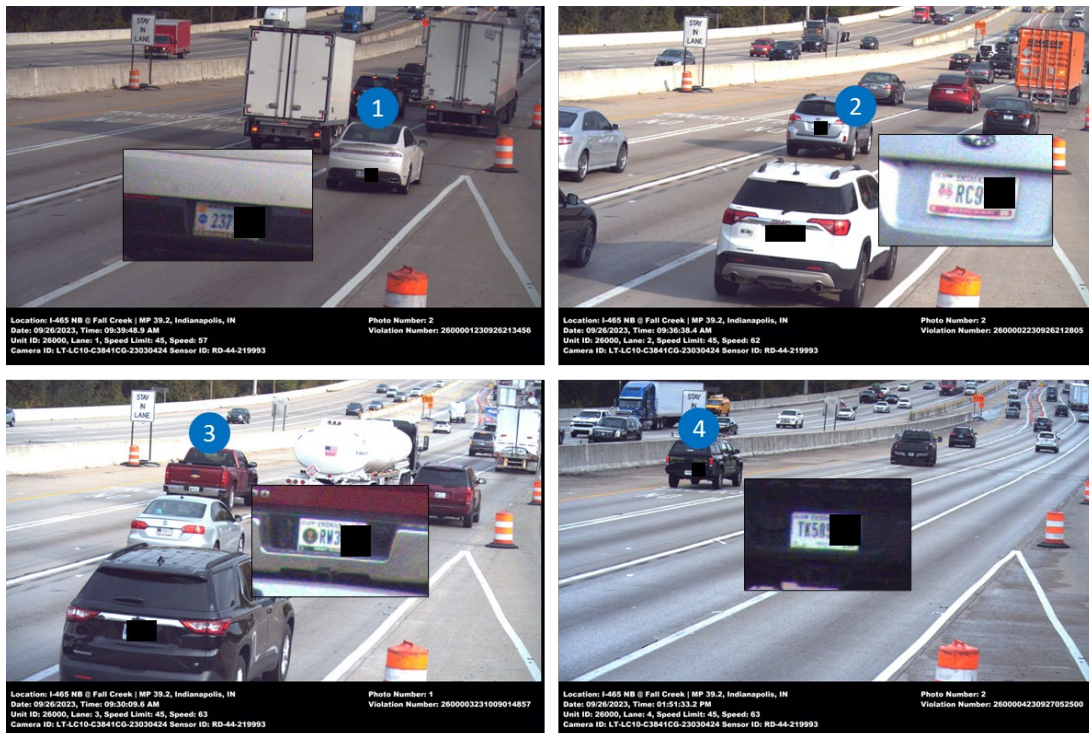


Figure 11: Daytime Fair Weather Images Across Four Lanes (Plates partially redacted for owner privacy)

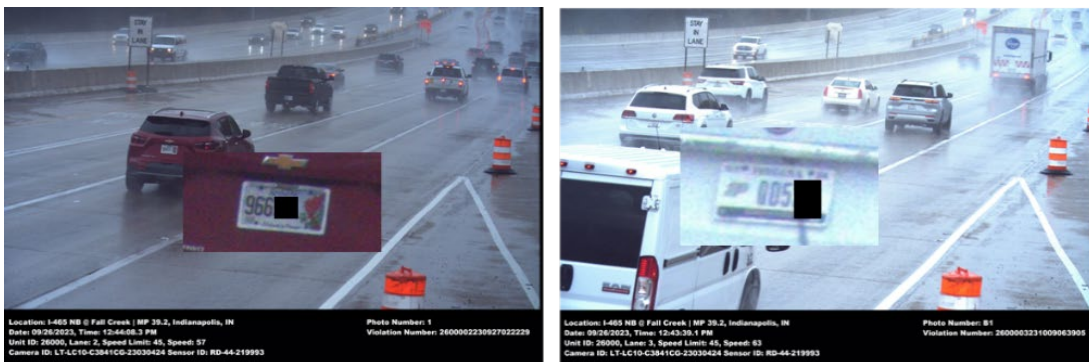


Figure 12: Daytime Images in Wind and Rain





*Nighttime - fair conditions, AND rain conditions*

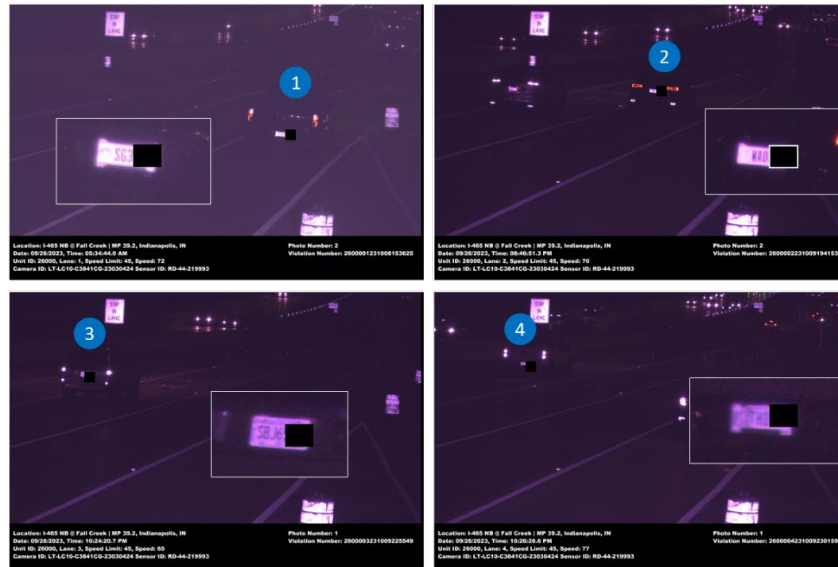


Figure 13: Nighttime Images Across Four Lanes (Fair Conditions)



Figure 14: Nighttime Rain Image

H. The Contractor shall be able to provide a robust, fully web-enabled, and fully secure violation processing system that includes data processing, initial screening of data, prompt delivery of data to the county representative for violation review and authorization, mailing of violations and/or citations, bad address notification, and maintenance of secure Internet based violation viewing capability.

We provide a robust, fully web-enabled, and fully secure violation processing system that includes the following features:

**Data Processing:** Our system captures violation events using cameras and sensors, processes the data, and embeds violation information into the data bar at the time of capture. **Initial Screening of Data:** Altumint performs an initial review to verify violations, either manually or through Artificial Intelligence (AI). This includes DMV lookups and second verifications to





match vehicle types with photo images. **Prompt Delivery of Data to County Representative:** After our review, the violation is turned over to the County for review and approval. The police queue shows all events requiring review by location, and officers can select individual violations to review and either reject or accept them. **Mailing of Violations and/or Citations:** Upon approval by the County-designated authority, the citations are printed and mailed. Notices are mailed within the time limits specified by law, and follow-up notices are sent to delinquent violators. **Bad Address Notification:** Any subsequent notice is passed through a second step to verify that the original or nominated address is current, checked against the National Change of Address database provided by the United States Postal Service. **Maintenance of Secure Internet-Based Violation Viewing Capability:** Citizens can access their violation information online through Altumint's Vioview Client Portal. They log into the payment website using the supplied citation number and PIN to review the violation video and images captured, as well as the details of the citation.

I. Within 30 days after a violation, notice must be sent to the registered owner of the motor vehicle involved in the violation specifying the remedies available under s. 318.14 and that the violator must pay the penalty under s. 318.18(3)(d) to Charlotte County, or furnish an affidavit in accordance with 316.1896 (8), within 30 days after the date of the notice of violation in order to avoid court fees, costs, and the issuance of a uniform traffic citation.

We will ensure that notice is sent to the registered owner of the motor vehicle involved in the violation within 30 days after the violation. The notice will specify the remedies available under s. 318.14 and inform the violator that they must pay the penalty under s. 318.18(3)(d) to Charlotte County or furnish an affidavit in accordance with 316.1896 (8) within 30 days after the date of the notice of violation to avoid court fees, costs, and the issuance of a uniform traffic citation.

The notice of violation must: • Be sent by first-class mail.

We will prepare, print, and mail warnings, notices, flagging notices, and citations for all approved citable offenses by first-class mail. All citations will be in accordance with state court requirements and the client's approved format.

• Include a photograph or other recorded image showing the license plate of the motor vehicle; the date, time, and location of the violation; the maximum speed at which the motor vehicle was traveling within the school zone; and the speed limit within the school zone at the time of the violation.

The notice of violation includes a photograph showing the license plate of the motor vehicle. The date, time, and location of the violation are embedded in the violation data bar at the time of capture. The speed of the vehicle during the violation is recorded by the Viocam photo speed enforcement system, which uses a state-of-the-art 4D UHD radar sensor for vehicle speed detection and tracking. The speed limit within the school zone at the time of the violation is also included in the violation data.

• Include a notice that the owner has the right to review, in person or remotely, the photograph or video captured by the speed detection system and the evidence of the speed of the motor vehicle detected by the speed detection system which constitute a rebuttable presumption that the motor vehicle was used in violation of s. 316.1895 or s. 316.183.

The notice of violation includes a unique case number and PIN that allows the owner to review the images and video captured by the speed detection system online. The violation data bar embedded in the images includes the location, date, time, and other relevant details, ensuring that the evidence of the speed of the motor vehicle detected by the speed



detection system is available for review. This constitutes a rebuttable presumption that the motor vehicle was used in violation of s. 316.1895 or s. 316.183.

• State the time when, and the place or website at which, the photograph or video captured, and evidence of speed detected may be examined and observed.

The notice of violation includes the time of the violation, which is embedded in the violation data bar at the time of capture. The place or website at which the photograph or video captured, and evidence of speed detected may be examined and observed is provided through our [www.onlinecitationpayment.com](http://www.onlinecitationpayment.com) website. Violators are given a unique case number and PIN to review the images and citations online.

## 2.1.4 Specific Requirements of Proposal Content

RP-22 SPECIFIC REQUIREMENTS OF PROPOSAL CONTENT: A. The proposal must include a statement indicating that if selected, the proposer will indemnify and hold harmless the County representative and County's personnel and employees from and against all liability and expenses, including attorney's fees, howsoever arising, or incurred, alleging damage to property or injury to, or death of, any person, arising out of or attributable to equipment performance or services performed.

We will indemnify, defend, hold harmless, and reimburse the County representative and County's personnel and employees from and against all losses, liabilities, expenses, and all claims for damages of any nature whatsoever relating to or arising out of any action or failure to act by us, our subcontractors, officers, agents, and employees of any of the obligations under the contract attributable to equipment failures.

B. The proposal must include a statement warranting that the equipment, product, and services provided by the Contractor will be of the highest quality, complying with the specifications and requirements, and free from all defects whatsoever.

We warrant that the equipment, product, and services provided by Altumint will be of the highest quality, complying with the specifications and requirements, and free from all defects whatsoever. Our stringent quality assurance processes ensure the highest standards of accuracy and reliability in our automated traffic enforcement systems. We conduct manual plate entry if AI confidence levels are below the threshold, retrieve registered owner information through our NLETS partnership, and verify all potential violations by U.S.-based professional processing staff before final issuance by police. Additionally, we conduct violation audits to ensure processing accuracy. Our comprehensive approach to quality assurance reflects our commitment to maintaining high standards in line with relevant U.S. practices.

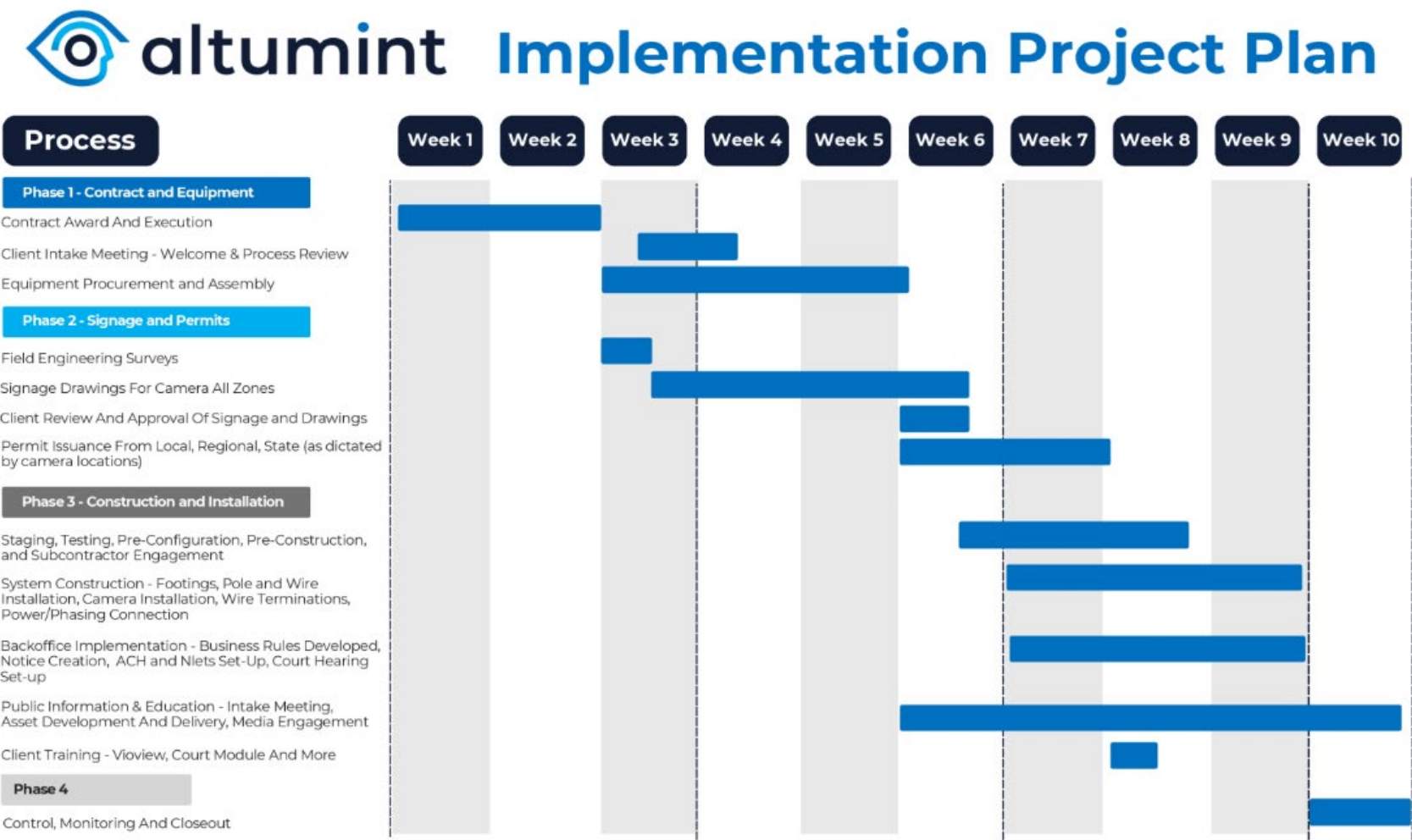
C. On or before expiration or termination of this Contract, the Contractor agrees to deliver to the County representative all data, owned by the County under this contract. The data must be provided in a format that is usable - preferably in the form of data export(s) that can be imported or used by other systems. If the data is in a proprietary format, the bidder must provide the tools necessary to view, extract and utilize the data as would be necessary in the normal course of business operations.

On or before expiration or termination of this Contract, we agree to deliver to the County representative all data owned by the County under this contract. The data will be provided in a format that is usable, preferably in the form of data export(s) that can be imported or used by other systems. Should the data be in a proprietary format, we will provide the tools necessary to view, extract, and utilize the data as would be necessary in the normal course of business operations.



D. Please provide a timeline for completion of the system installation at all identified sites.

Please see below for our Project/Implementation Plan and be advised that some aspects of the timeline may vary:



## 2.1.5 Other Specifications

**RP-23 OTHER SPECIFICATIONS:** The following points provide guidance and/ or request additional information from Contractors wishing to submit proposals under this RFP. Contractors will indicate their ability to address each of these specifications, briefly describing their approach to each function.

**A. Traffic Study Site Survey:** The successful Contractor will work with the County representative to determine a list of additional candidate school zones, chosen in part based on quantitative assessment of the frequency and degree of violations. As part of this process, the Contractor will develop baseline data for proposed school zone locations by monitoring for a minimum of one school day to quantify the frequency and degree during that period. This data will support site selection and will serve as baseline information for project evaluation purposes. However, sole determination of school zone locations remains with authorized personnel appointed by Charlotte County. The cost for any testing should be included in the revenue share proposal.

We will work with the County representative to determine a list of additional candidate school zones based on a quantitative assessment of the frequency and degree of violations. Our site analysis and selection methodology involves generating a report that prioritizes and recommends the optimal sites for camera placement. We develop a weighted location scorecard to determine which sites will benefit most from enforcement. This scorecard allows the combination of inputs from multiple sources into a site ranking. Additionally, we will conduct a speed study and traffic evaluation to determine the optimal locations for enforcement, ensuring compliance with relevant codes and criteria.

As part of this process, Altumint will develop baseline data for proposed school zone locations by monitoring for a minimum of one school day to quantify the frequency and degree during that period. This data will support site selection and will serve as baseline information for project evaluation purposes. However, Altumint understands that sole determination of school zone locations remains with authorized personnel appointed by Charlotte County. Testing is included at no additional cost to the County.

**B. Camera Installation:** For the currently selected school zones and any subsequently added school zones, the successful Contractor will deploy enforcement equipment meeting or exceeding the minimum standards specified above. The successful Contractor will be responsible for all permit acquisition, site design, construction, installation, and maintenance of the equipment.

We will deploy enforcement equipment meeting or exceeding the minimum standards specified for the currently selected school zones and any subsequently added school zones. Our Viocam™ photo speed enforcement system is capable of monitoring up to six lanes of traffic and can be installed in both fixed and portable configurations. We will conduct a speed study and traffic evaluation to determine the optimal locations for enforcement, ensuring compliance with County and State codes. Our system uses a state-of-the-art 4D UHD radar sensor integrated with a 4K color video camera for accurate vehicle speed detection and tracking. The radar sensor covers up to six lanes of traffic and can track up to 64 vehicles simultaneously. Each violation is captured with multiple 4K color video frames, and the data is encrypted to ensure accuracy and integrity. Our non-invasive installation process does not require road surface cutting or disruption to existing detector loops. We will work closely with the County to ensure the successful deployment and operation of the cameras within the school zones.

We will be responsible for all permit acquisition, site design, construction, installation, and maintenance of the equipment. Our process includes pre-installation checks, permitting, and



installation steps to ensure the equipment is installed and operating properly. We develop a Project Plan to establish a timeline, perform prechecks, and prepare engineering drawings. During installation, we verify power at the location, mount and secure the control box, peripherals, and cameras, and perform configuration and testing to ensure proper operation. Our maintenance operations include daily support, preventive maintenance, remote and onsite repair, and replacement programs. We use a modular approach to minimize downtime and ensure the system is always operational.

C. Service and Maintenance. The servicing and maintenance of the school zone speed enforcement equipment will be the exclusive responsibility of the Contractor. Initial response to any equipment malfunctions will normally occur within a 24-hour period; repairs will normally be accomplished within a 72-hour period. Additionally, the Contractor shall address the replacement of equipment that is damaged through an accidental means or intentionally through a criminal act and the time frame required for replacement of an installed system location if one becomes a total loss. Explain how you will ensure that these availability requirements will be achieved.

We ensure that the availability requirements for servicing and maintenance of the school zone speed enforcement equipment will be achieved through our comprehensive maintenance support operations. Our initial response to any equipment malfunctions will occur within a 24-hour period, with repairs typically accomplished within 72 hours. For more information on our maintenance procedures, please refer to [Proposal Section 4, Service, Security and System Support](#).

D. Violation Screening and Citation Development. The successful Contractor will work to determine in detail the elements that will constitute evidence of speed violations, and with our County representative to determine the contents of the notice of violations and/or citations that will be mailed to registered vehicle owners. The successful Contractor will also work with the County representative and the Clerk to determine the process for issuing a notice of violation and/or a uniform traffic citation that will be mailed to registered vehicle owners.

We will work with the County representative to determine the elements that will constitute evidence of speed violations. This includes capturing and assessing violations using our Viocam photo speed enforcement system, which records vehicle speed using a 4D UHD radar sensor and stores 4K color video frames of the violating vehicle. We will also collaborate with the County representative to determine the contents of the notice of violations and/or citations, ensuring they include necessary details such as digital violation images, the electronic signature and ID number of the approving authority, and compliance with State law. Additionally, we will work with the County representative and the Clerk to establish the process for issuing a notice of violation and/or a uniform traffic citation. This process involves initial and secondary reviews, DMV lookups, and verification steps to ensure accuracy before printing and mailing the citations to registered vehicle owners. Our Vioview system will track the dates of initial and follow-up notices, ensuring no violations are mailed beyond the legal time limits, and will automate the tracking of all violation account information, including payments and scheduled hearings.

E. Citation Processing. The successful Contractor will be expected to provide violation and citation processing in compliance with all Charlotte County Ordinances and Florida Statutes.

A potential violation goes through the full process of multiple Altumint event reviews, tag lookup, and law enforcement approval. Events that become approved citations will then be printed, mailed, and tracked by our Vioview system to the eventual payment or dismissal of



the citation. Altumint performs the initial review to verify it is a violation, either manually or through Artificial Intelligence (AI).

After that, we perform a DMV lookup and second verification, matching the vehicle type with the photo images to ensure that the citation is associated with the correct car. We utilize Nlets, the International Justice and Public Safety Network provider of the National Crime Information Center (NCIC) based in Phoenix, Arizona. Vehicle owner data requests are submitted to Nlets, which then makes requests to the appropriate Department of Motor Vehicles and returns the response data to Altumint.

Over the past ten years, we have achieved an overall registered owner lookup success rate of over 90% due to the quality of our back-office processes. Then, the citation is turned over to the the County for review and approval.

Once the County approves a citation in Vioview, Altumint will execute a citation in accordance with Florida Code. This summons will include copies of the images the Viocam system captures. Violators will also be given a unique case number and pin to review the images and citations online. Altumint will work with the County to design the form these citations will follow.

Upon approval by the County-designated authority, the violations are issued to the address returned by the Nlets request process. Any subsequent notice is passed through a second step to verify that the original or nominated address is current. The address is checked against the National Change of Address database provided by the United States Postal Service. This allows Altumint to obtain the most recent address for vehicle owners needing to update their registered address. Our vehicle-registered owner information acquisition solution has proven successful and reliable for all our clients' programs.

Altumint's Vioview system will track the date of the initial and second citation notices. The second notice date will be noted in the Vioview system. Following this notice, Altumint will turn the citation over to the collections agency and provide the necessary documentation.

For information regarding our review and approval process for citations, please refer to [Proposal Section 2.1,2 Contractor Requirements](#).





F. Statistical Reporting. In support of the project evaluation activities, the successful Contractor will provide weekly, monthly, and on-demand summary program metrics to the County representative that will include, at a minimum, the following:

- Number of events recorded, by location and in total.
- Number of events not billable, including a breakout of controllable and not-controllable events lost, by location and in total.
- Number of events forwarded to the County representative.
- Number of violations authorized and mailed, by month of issuances.
- Number of citations authorized and mailed, by month of issuance.
- Number of violations and citations returned as undeliverable.
- Provision for expert testimony, including but not limited to, a traffic engineering expert at contested citation review hearings as necessary.
- Training of County staff involved in implementation of the pilot project and training of staff who become involved later.
- Delinquency collections, please include fee schedule.
- Payment processing.
- An overview of the current operability status of the traffic camera system, including the number of cameras down, reasons for downtime, status of repairs, and estimated time until cameras are fully operational.
- Web-based reporting systems are preferred.
- Assistance with development and “funding” of a public information and outreach campaign.

**Number of Events Recorded:** Altumint provides detailed reporting on the number of events recorded by location and in total. Our system includes standardized and custom reports that cover various aspects of violation processing and camera performance. For example, we offer monthly statistical reports for each camera site, which include the number of events, vehicle passes, violations issued, and violations rejected with reasons why. These reports help in evaluating the performance and efficiency of each camera site, as well as the overall program effectiveness.

**Number of Events Not Billable:** Altumint provides detailed reporting on the number of events detected, citations issued, and prosecutable image rate by location and in total.

**Number of Events Forwarded to the County Representative:** Our reporting system captures and stores data to allow for detailed reporting on various metrics, including the number of events transferred.

**Number of Violations Authorized and Mailed, by Month of Issuance:** The number of violations authorized and mailed, by month of issuances, is included in the monthly statistical report for each camera site.

**Number of Citations Authorized and Mailed, by Month of Issuance:** We provide monthly reports detailing the number of citations authorized and mailed.

**Number of Violations and Citations Returned as Undeliverable:** Our reporting system captures and stores data to allow for detailed reporting on various metrics, including the number of events transferred and the number of violations and citations returned as undeliverable.

**Expert Testimony:** Several of our team members serve in an expert witness capacity and will be available for court hearings as needed. This includes providing expert testimony, such as a traffic engineering expert, at contested citation review hearings as necessary.



**Training of County Staff:** Hands-on training will be provided for the initial training, and the County can determine the class size based on the number of staff who need training. We will provide all training materials and manuals and will offer additional manuals and electronic access for County staff hired during the term of the contract at no additional cost.

**Delinquency Collections:** Florida law allows for the County to issue a Uniform Traffic Citation (UTC) to a registered owner if they do not respond to the initial citation. This results in an eventual high compliance for payment. Should the County decide collections beyond the UTC path, Altumint will initiate and execute the collections process with a third-party collection agency.

**Payment Processing:** Altumint offers multiple payment processing options for violators, including:

- Online Payments through our payment portal
- Phone Payments through our IVR system with customer service assistance
- Mail-In Payments through our lockbox

More details on our processing of payments are available above in this section.

**Payment Gateway:** Altumint uses Authorize.net as our payment gateway to manage our merchant account. Funds flow through Altumint and are delivered to the client via ACH.

**Overview of Current Operability Status:** Our system performs daily quality checks through a comprehensive self-test process. Each day, the system verifies the full functionality of lane sensors, cameras, data processing units, and facility resource status, such as power. If any portion of the daily calibration and self-check fails, the system suspends enforcement operations and attempts to rerun the checks. If the second attempt also fails, the system notifies Central Dispatch and requires servicing before returning to active status. Additionally, we run daily self-tests on each camera to check calibration and readiness for operation. Our systems are monitored 24/7, and any issues detected are addressed promptly, with 90% of tickets resolved remotely. For more details, refer to the citations provided below.

Please see below for our typical problem resolution timeframes:

**Software configuration or deployment issues:** Resolved remotely and are completed within 24 hours (90% of total issues). **Modular hardware repair or replacement (i.e., radar, camera, illumination):** These are typically completed within 48 hours. **Major hardware failure resulting in full system replacement:** These are typically completed within 72 hours. **Major issues such as complete knockdowns:** The timeframe to get the system back up and operating is approximately five days. This timeframe is longer due to the need to coordinate, as needed, a contractor for infrastructure analysis and reinstallation and a traffic control company to assist with road closures during reinstallation.

**Web-Based Reporting System:** Our system provides full web-based reporting capabilities. Through the Viowview Court Module, users can access a wide range of reports, including operator reports, payment reports, total volume reports, payment reconciliation reports, over-payment reports, out-of-state reports, jurisdiction breakdown reports, fleet reports, aging receivables reports, multi-offenders reports, offender suspension candidate reports, and various performance and efficiency reports. Additionally, the Mobile Court Terminal (MCT) allows for real-time access to hearing dockets, citation details, and payment statuses. Our web-based system ensures that all data is accessible online, facilitating easy access and management by program officials.



### **Assistance with Development and “Funding” of a Public Information and Outreach Campaign:**

We provide a public information and outreach campaign at no additional charge to the County. Our Public Information & Education (PI&E) Programs are designed to provide the public with clear, accurate, and timely information. We will create a custom communications plan tailored to your community’s unique needs, including deliverables such as a Communications Plan, FAQ Flyer, Joint Press Release, Media Advisory, Social Media Graphics & Suggested Text, and Go Live Events Consultation. Our team will guide you through every step, from the initial kick-off through editing, delivery, and ongoing program sustainment, ensuring a smooth and successful launch of your speed enforcement program.

## **2.1.6 Coordination of Equipment Installation**

RP-24 COORDINATION OF EQUIPMENT INSTALLATION: The Contractor will seek approval from the relevant Governmental Authorities having authority or jurisdiction over the designated school zones regarding construction and equipment installation, which will include compliance with applicable permit applications. The Contractor will coordinate construction and equipment installation with relevant Governmental Authorities having authority or jurisdiction over the designated school zones or the legal owner of the property, whichever is applicable.

We will seek approval from the relevant Governmental Authorities having authority or jurisdiction over the designated school zones regarding construction and equipment installation, ensuring compliance with applicable permit applications. We will coordinate construction and equipment installation with the relevant Governmental Authorities or the legal owner of the property, as applicable. Our process includes pre-installation checks, permitting, and installation steps to ensure the equipment is installed and operating properly. During installation, we verify power at the location, mount and secure the control box, peripherals, and cameras, and perform configuration and testing to ensure proper operation. We align the camera, illuminators, and radar, configure the system for the location, and perform image quality configuration for optimal clarity. Once installed, we conduct a function test and daily verification to ensure the system is operating as scheduled.

## **2.1.7 Permits**

RP-25 PERMITS: The Contractor will secure and pay for construction permits, licenses, drawings, and will pay all governmental charges and inspections fees which are applicable and necessary for the execution of the work at the time of this proposal. In addition, but not limited to, the Contractor will be responsible for re-inspections, fines, notice of commencement, underground piping, building, electrical, mechanical, and structural permits. The Contractor will also pay all public utility charges. All required building and other permits shall be obtained before beginning installation. Any delays associated with the permitting process will be considered for time extensions only and no damages or additional compensation for delay will be allowed. The Contractor shall be on site during all scheduled permit inspections.

We will secure and pay for all necessary construction permits, licenses, drawings, and governmental charges and inspection fees required for the execution of the work. This includes re-inspections, fines, notice of commencement, underground piping, building, electrical, mechanical, and structural permits. We will also cover all public utility charges. All required building and other permits will be obtained before beginning installation. Any delays associated with the permitting process will be considered for time extensions only, with no damages or additional compensation for delay allowed. We will ensure our presence on site during all scheduled permit inspections.



## 2.1.8 Locations of Equipment Installation

RP-26 LOCATIONS OF EQUIPMENT INSTALLATION: Having considered evidence at a public hearing supporting the installation and operation of speed detection systems in certain school zones within the jurisdiction of the County, Charlotte County has determined that each of the following school zones where a speed detection system is to be placed or installed constitutes a heightened safety risk that warrants additional enforcement measures pursuant to §316.008, Florida Statute. The list below includes, but are not limited to, these identified locations:

- Charlotte High School, 1250 Cooper Street, Punta Gorda, FL 33950
- Deep Creek Elementary School, 26900 Harbor View Road, Port Charlotte, FL 33983

- East Elementary School, 27050 Fairway Drive, Punta Gorda, FL 33982
- Kingsway Elementary School, 23300 Quasar Boulevard, Port Charlotte, FL 33980
- L.A. Aigner Middle School, 245 Cougar Way, Rotonda West, FL 33947
- Lemon Bay High School, 2201 Placida Road, Englewood FL, 34224
- Liberty Elementary School, 370 Atwater Street, Port Charlotte, FL 33954
- Meadow Park Elementary School, 750 Essex Avenue, Port Charlotte, FL 33948
- Murdock Middle School, 17325 Mariner Way, Port Charlotte, FL 33948
- Myakka River Elementary School, 12650 Wilmington Boulevard, Port Charlotte, FL 33981
- Neil Armstrong Elementary School, 22100 Breezeswept Avenue, Port Charlotte, FL 33952
- Peace River Elementary School, 4070 Beaver Lane, Port Charlotte, FL 33952
- Port Charlotte High School, 18200 Cochran Boulevard, Port Charlotte, FL 33948
- Port Charlotte Middle School, 23000 Midway Boulevard, Port Charlotte, FL 33952
- Punta Gorda Middle School, 1001 Education Avenue, Punta Gorda, FL 33950
- Sallie Jones Elementary School, 1230 Narranja Street, Punta Gorda, FL 33950
- Vineland Elementary School, 467 Boundary Boulevard, Rotonda West, FL 33947

Understood and agreed.

## 2.1.9 Signage Requirements

RP-27 SIGNAGE REQUIREMENTS: The installation and operation of speed detection systems, including any required signage, shall be in accordance with Chapter 316, Florida Statutes, all applicable regulations of the Florida Department of Transportation ("FDOT") and the Florida Department of Highway Safety and Motor Vehicles ("FLHSMV"), and the terms of any Memorandum of Understanding or other written agreement that may be entered into between the County representative and Charlotte County and/or the County representative and its Contractor(s).

Signage will be posted at each location where camera systems operate, in accordance with State law. The installation, maintenance, and costs will be assumed by Altumint.

## 2.1.10 Collected Fines and Costs

RP-28 COLLECTED FINES AND COSTS: All fines and costs collected pursuant to this program must be remitted in accordance with §316.1896 Florida Statute to Charlotte County. The Contractor shall remit all fines collected to Charlotte County for remittance. No fines or monies shall be remitted to the County representative by the Contractor. No monies shall be remitted by the County representative to the Contractor. Any monies paid to the Contractor shall be from Charlotte County.

Altumint will manage the collection of fines and deposit all monies into an account specific to Charlotte County. We will develop county-approved fine collection procedures in accordance with the County's financial accountability and Customer Service Guidelines. Our payment collection options include credit card payments on our e-commerce website, payments via toll-free telephone number, and check or money order mailed to a specified USPS lockbox. The funds collected will flow through Altumint and be delivered to Charlotte County via ACH. No fines or monies will be remitted to the County representative by



Altumint, and no monies shall be remitted by the County representative to Altumint. Any monies paid to Altumint shall be from Charlotte County.

The required fine remittance breakdown is as follows:

- Sixty dollars must be retained by Charlotte County and must be used to administer speed detection systems in school zones and other public safety initiatives. The Contractor's fee for usage will be removed from this funding after collection. Three dollars must be remitted to the Department of Revenue for deposit into the Department of Law Enforcement Criminal Justice Standards and Training Trust Fund.

- Twelve dollars must be remitted to the Charlotte County school district and must be used for school security initiatives, for student transportation, or to improve the safety of student walking conditions. Funds remitted under this paragraph must be shared with charter schools in the district based on each charter school's proportionate share of the district's total unweighted full-time equivalent student enrollment and must be used for school security initiatives or to improve the safety of student walking conditions.

- Five dollars must be retained by Charlotte County for the School Guard Recruitment and Retention Program.

- Twenty dollars must be remitted for deposit to the State General Fund.

Every week, Altumint will provide the County with a report including detailed allocation of funds required by law.



# 3 | Functionality and Durability of Equipment





### 3 Functionality and Durability of Equipment

Altumint's equipment is designed to be highly functional and durable. Our Viocam™ photo speed enforcement system operates effectively in various conditions, including heavy traffic, adverse weather, and different road surface configurations. The equipment is non-invasive, requiring no road surface cutting for installation. We ensure the durability of our equipment through daily monitoring, preventive maintenance, and a robust repair and replacement program. Our systems are monitored 24/7, and any issues are promptly addressed, with 90% of service tickets resolved remotely. Additionally, our modular design allows for quick repairs and minimal downtime.

Altumint's Viocam™ photo speed enforcement system uses a state-of-the-art 4D UHD RADAR sensor for vehicle speed detection and tracking, integrated with a 4K color video camera with auto aperture for violation capture and powerful InfraRed (IR) illuminators. Unlike white light strobe flashes that can cause driver disorientation or visual distraction, the IR illuminators do not affect the driver's ability to stay safe. The RADAR sensor has up to a 100-degree FOV and a range of up to 1000 feet, covering up to six lanes of vehicle traffic. The multi-lane 4D object-tracking sensor provides range, azimuth, elevation angle, and speed vector simultaneously for up to 256 objects (64 vehicles) in both travel directions.



Figure 15: Viocam Platform Options

Viocam photo speed enforcement systems have three convenient installation platform options:

- A fixed location that uses an American Association of State Highway and Transportation Officials (AASHTO) and National Highway Traffic Safety Administration (NHTSA) compliant fixed breakaway Pelco pole installed by Altumint.
- A low profile, aesthetically sleek, powder-coated steel cabinet powered by 120 V-AC or AGM batteries.
- A portable diesel-powered or solar-powered trailer. Both these trailers can be set up in one hour. This portable solution, built from heavy gauge metal, weighs over one ton and is equipped with stabilizer bars to make it vandalism resistant.

If the vehicle speed is at or above the enforcement limit, the system stores a series of 4K color video frames of the violating vehicle receding from the point of enforcement, enabling multiple frame choices to capture each violation properly. Each violation has an encrypted data bar appended to the image at the moment

of capture to ensure no data manipulation can occur so that you can rely on the accuracy of the data.

All Altumint camera systems use GPS data to synchronize time among the cameras. Our systems are non-invasive: no road surface cutting or disruption to existing detector loops is needed for installation or detection. The systems will record all speed violations with County-specified minimum speeds.

Built-in speed measurement redundancy is another advantage – with independent receiver antennas, the speed is measured first by the Doppler shift and second by the range progress over time. The two independent, redundant measurements must be equal for the system to report the speed.



Viocam cameras can capture up to 64 consecutive and simultaneous violations. The radar speed detection system we use tracks all vehicles in the field of view and keeps a record of their progress. Our camera is aligned to cover the field of view of the radar and images all lanes enforced. If there is a simultaneous or consecutive event, there is no blackout or lost event waiting for the system to trigger. We use a four to five second buffer to store images and then are able to provide images for all speeding events detected.

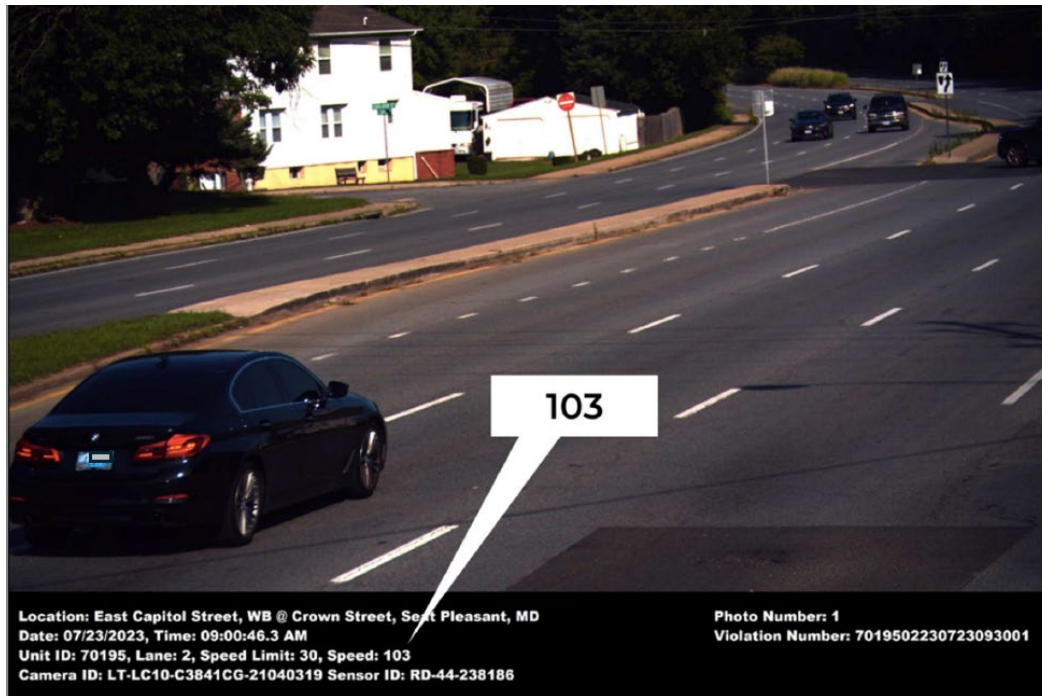


Figure 16: Data Bar Captured for Vehicle Going 103 Miles Over the Speed Limit (Plates Partially Redacted)

All Altumint camera systems use GPS data to synchronize time among the cameras. Our systems are non-invasive: no road surface cutting or disruption to existing detector loops is needed for installation or detection. The systems will record all speed violations with County-specified minimum speeds.





Figure 17: Photo of Installed System

The system also embeds violation information into the data bar at the time of capture. Shown below is the embedded data bar from a violation, showing the items above:

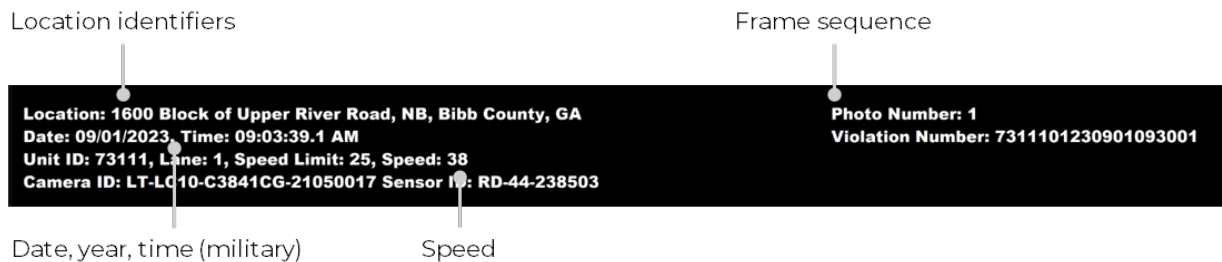


Figure 18: Speed Data Bar

Our InfraRed (IR) illuminators provide clear image capture during nighttime and inclement weather without causing visual distraction or disorientation to drivers. Images taken in Daytime, nighttime, and inclement weather conditions can be found in [Proposal Section 2.1.3. Equipment Specifications.](#)



# 4 | Service, Security and System Support



## 4 Service, Security and System Support

*Altumint provides comprehensive service, security, and system support for our systems.*

### 4.1 Service and System Support

Our technicians have experience with on-site maintenance, troubleshooting, and repair relating to electrical, mechanical, and diesel engine problems. They can diagnose and repair AC and DC circuit assemblies and components and can interpret and understand electrical wiring diagrams. Many of our technicians have a bachelor's or associate's degree in automation, electronics, mechanical engineering, or a similar field.

We monitor and test our systems daily. If there is a problem with the system, we go through the following steps to diagnose or fix it:

#### ***Problem Detection***

- Our Daily Remote Check (DRC) team performs a daily preventative maintenance evaluation to determine if any issues need to be addressed

#### ***Remote Resolution (90% of tickets are resolved remotely)***

- The FST will work on repairing the system remotely  
If repair is completed, the service ticket is updated with details of what was done and closed. This data is saved to be used for monthly report generation.

#### ***Onsite Resolution (as needed)***

- If an onsite repair or replacement is required, the FST will be dispatched to the site
- Proper road closures and traffic control devices will be used to ensure the safety of the FST and the public
- Once the problem is found, the FST repairs any necessary components or replaces the component with one of the spares from their inventory
- We take a modular approach to building our units to make it possible to perform a "hot swap" for most repairs. Having these parts on hand greatly reduces our downtime
- After repair is made, a function test is performed to verify that all components (previously installed and new component/s) are working as needed
- We then start the enforcement software and perform a daily verification test before the system goes back into enforcement for the day
- The FST will report on the service ticket what they have done and close the ticket. This data is saved so that it can be used for monthly report generation

Altumint's daily maintenance support operations include a log that documents the following in an online Maintenance Connection platform that can provide client automated reporting:

- Camera relocations
- Initial testing and deployment
- Preventive maintenance
- Calibration reports
- Other service tasks





Our preventative maintenance, remote and onsite repair, and replacement programs are designed to identify potential problems before they affect system operations, minimizing downtime to operational systems.

Our systems have 4G LTE modems and remote login software. Altumint deploys an automated system that monitors our devices 24/7 and reports every ten minutes to monitor system performance. This system is both web-based and email-based to send notifications and warnings in case of system failure. Thus, we can immediately detect if any automated enforcement systems are inoperable and send alert notifications. In conjunction with LabVIEW software, our Altumint Monitoring (ALMOND) system identifies a malfunction and – in most cases – enables remote resolution of the issue. ALMOND has numerous individual monitoring parameters that allow our technicians and engineers to identify immediately what parts of the system have failed or need service.

## 4.2 Security

Our network is protected by a National Information Assurance Partnership (NIAP)-validated firewall with a conformance claim of EAL4, and all web-based services are accessed through the 'https' protocol. Events captured by automated enforcement systems are transferred to our server through secure 4G LTE modems. Our proprietary back-office solution, Vioview, enforces stringent password policies and multi-factor authentication (MFA) for added security. User access to the application and data servers is managed locally, with logical security protection provided by CrowdStrike for antivirus and endpoint detection and response. Data is hosted and maintained in our Nlets-certified data center, protected with electronic physical access controls and daily off-site backups to a secure environment hosted in the Nlets Nova cloud.





# 5 | References



## 5 References

All of the following programs are in Florida and Altumint is the primary contractor.

**Chief Craig Capri**  
**Eustis Police Department**  
51 East Norton Avenue  
Eustis, FL 32726  
352.483.5400

This was the first school zone speed program in Florida and the first to utilize a temporary trailer for expediting deployment. Zero costs to City and Taxpayers, violator funded program. Cost Neutrality included. The contract amount is for 7 school zone speed cameras and the contract start date was July 12, 2023.

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**Sheriff Steve Whidden**  
**Hendry County Sheriff's Office**  
101 Bridge Street  
LaBelle, FL 33935  
863.674.4060

This was the first County-wide contract in Florida and the first . Zero costs to County and Taxpayers, violator funded program. Cost Neutrality included. The contract amount is for 16 school zone speed cameras and the contract start date was December 7, 2023.

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**Captain Michael Lopez**  
**Hialeah Gardens Police Department**  
10301 Northwest 87th Avenue  
Hialeah Gardens, Florida 33016  
305.558.3333

Zero costs to City and Taxpayers, violator funded program. Cost Neutrality included. The contract amount is for 6 school zone speed cameras and start date was February 26, 2024.



# 6 | Cost Proposal



## 6 Cost Proposal

All of the following pricing options include:

- Altumint's no-fee-to-terminate option. If you aren't happy, and we can't make you happy, you can walk away with no penalty.
- Cost-neutrality over the entire life of the contract. Taxpayers will never be on the hook to pay for this technology. Our invoicing over the life of the contract for your speed safety program will never exceed the County's fine revenue collected.
- Automated License Plate Reader (ALPR) camera for every approach (direction of travel) for each speed camera system with the vendor and location of your choice.
- Solar powered PTZ video camera for every approach (direction of travel) for each speed camera system.
- Site selection assistance, ATESD plan development, provisioning, deployment, operation, and maintenance including delivery, set up, and removal, along with our full suite of back-office processing services such as postage, printing, payment processing, certified mailing, court docket preparation, registration holds, customer service agents, reporting, and other customary services involved in providing a turnkey photo enforcement program.
- An additional locked fee that will not increase with postal costs of \$4.85 for the certified mailing of the Uniform Traffic Citation (UTC) should the County decide to pursue. Certified mail costs have gone up 38% in the last five years – but yours will not for the duration of the contract.

**We get it. There are several choices, and one always worries about making the wrong one. That is why beyond the no-fee-to-terminate the contract, the cost neutrality – we also will allow you to choose a different option after the 25-26 school year to give you peace of mind in your choice. In addition, after speed studies are completed, we will provide financial forecasting to help you decide the best option for the County.**

**Option 1:** Per speed camera system, per month: \$2,999 plus \$8 per issued citation

**Option 2:** School Year 25-26: \$17 per issued citation

School Year 26-27: \$15 per issued citation

School Year 27-28: \$14 per issued citation

School Year 28-29: \$12 per issued citation

School Year 29-30 (and beyond): \$12 per issued citation

**Average \$14 and lowers as the expected violations decrease.**

**Option 3:** Speed Cameras. Per direction, per month: \$0 plus \$18 per paid citation



# 7 | Submittal Forms and Attachments





## 7.1 Proposal Submittal Signature Form

## PART V - SUBMITTAL FORMS

By signing this form, the proposer hereby declares that this proposal is made without collusion with any other person or entity submitting a proposal pursuant to this RFP.

As Addenda are considered binding as if contained in the original specifications, it is critical that the Consultant acknowledge receipt of same. The submittal may be considered void if receipt of an addendum is not acknowledged.

Addendum No. 2 Dated Feb 10 Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_ Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_  
Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_ Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_ Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Type of Organization (please check one):	<input type="checkbox"/> INDIVIDUAL <input checked="" type="checkbox"/> CORPORATION	<input type="checkbox"/> PARTNERSHIP <input checked="" type="checkbox"/> JOINT VENTURE	<input type="checkbox"/>
<u>Altumint Inc.</u>		<u>888.332.8528</u>	
Firm Name		Telephone	
		<u>81-4547024</u>	
<u>Fictitious or d/b/a Name</u>		<u>Federal Employer Identification Number (FEIN)</u>	
<u>4600 Forbes Blvd. Suite 203</u>			
Home Office Address			
<u>Lanham, MD, 20706</u>		<u>15</u>	
City, State, Zip		Number of Years in Business	

Address: Office Servicing Charlotte County, other than above	
<u>Sam Crawley</u>	<u>888.332.8528</u>
Name/Title of your Charlotte County Rep.	Telephone
<u>Jason Norton</u>	
Name/Title of Individual Binding Firm (Please Print)	
<u>Jason Norton</u>	Mar 03, 2025
Signature of Individual Binding Firm	Date
<u>Jason.Norton@altumint.com</u>	
Email Address	

**(This form must be completed & returned)**



**DRUG FREE WORKPLACE FORM**

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that Altumint Inc.  
does: (name of business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

*Jason Norton*

\_\_\_\_\_  
Proposer's Signature

Mar 03, 2025

\_\_\_\_\_  
Date

(This form must be completed & returned)



## 7.2 Human Trafficking Affidavit

**HUMAN TRAFFICKING AFFIDAVIT  
for Nongovernmental Entities Pursuant To FS. §787.06**

**Charlotte County Contract #20250231**

The undersigned on behalf of the entity listed below, (the "Nongovernmental Entity"), hereby attests under penalty of perjury as follows:

1. I am over the age of 18 and I have personal knowledge of the matters set forth except as otherwise set forth herein.
2. I am an officer or representative of the Nongovernmental Entity and authorized to provide this affidavit on the Company's behalf.
3. Nongovernmental Entity does not use coercion for labor or services as defined in Section 787.06, Florida Statutes.
4. This declaration is made pursuant to Section 92.525, Florida Statutes. I understand that making a false statement in this declaration may subject me to criminal penalties.

Under penalties of perjury, I declare that I have read the foregoing Human Trafficking Affidavit and that the facts stated in it are true.

Further Affiant sayeth naught.

Jason Norton  
Signature

Jason Norton  
Printed Name

Chief Revenue Officer  
Title

Altumint Inc.  
Nongovernmental Entity

Mar 03, 2025  
Date

**END OF PART V**

(This form must be completed & returned)



## 7.3 Certificate of Insurance

ACORD®		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 02/19/2025	
<b>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</b>					
<b>IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</b>					
<b>PRODUCER</b> Aon Risk Services, Inc of Florida 701 Brickell Avenue Suite 3200 Miami FL 33131 USA		<b>CONTACT NAME:</b> PHONE (A/C No. Ext): (866) 283-7122 FAX (A/C No.): (800) 363-0105 <b>E-MAIL ADDRESS:</b>			
<b>INSURED</b> Altumint Inc. 4600 Forbes Blvd Suite 203 Lanham MD 20706 USA		<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>	
		INSURER A: The Travelers Indemnity Co of CT		25682	
		INSURER B: The Travelers Indemnity Co.		25658	
		INSURER C: Travelers Casualty Co of CT		36170	
		INSURER D:			
		INSURER E:			
		INSURER F:			
<b>COVERAGES</b> <b>CERTIFICATE NUMBER:</b> 570110908101 <b>REVISION NUMBER:</b>					
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS.					
Limits shown are as requested					
<b>INSR LTR</b>	<b>TYPE OF INSURANCE</b>	<b>ADD. INSD</b>	<b>SUBR. WVD</b>	<b>POLICY NUMBER</b>	<b>POLICY EFF. (MM/DD/YYYY)</b> <b>POLICY EXP. (MM/DD/YYYY)</b>
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO. JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			H63051908794TC24	07/01/2024      07/01/2025
				<b>LIMITS</b>	
				EACH OCCURRENCE \$1,000,000	
				DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000	
				MED EXP (Any one person) \$10,000	
				PERSONAL & ADV INJURY Excluded	
				GENERAL AGGREGATE \$2,000,000	
				PRODUCTS - COMPOPO AGG \$2,000,000	
B	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			8A-5T911276-24-I3-G	07/01/2024      07/01/2025
				<b>COMBINED SINGLE LIMIT (Ea accident) \$1,000,000</b>	
				BODILY INJURY (Per person)	
				BODILY INJURY (Per accident)	
				PROPERTY DAMAGE (Per accident)	
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION				
				<b>EACH OCCURRENCE</b>	
				<b>AGGREGATE</b>	
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/ MEMBER (Mandatory in NE) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N <input checked="" type="checkbox"/> N/A			UB6T4024062413G	07/01/2024      07/01/2025
				<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
				E.L. EACH ACCIDENT \$1,000,000	
				E.L. DISEASE-EA EMPLOYEE \$1,000,000	
				E.L. DISEASE-POLICY LIMIT \$1,000,000	
<b>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)</b> RE: RFP No.: 20250231, Charlotte county a political subdivision of the state of Florida and its officers, employees, agents and volunteers are included as Additional Insured in accordance with the policy provisions of the General Liability and Automobile Liability policies. A waiver of Subrogation is granted in favor of Charlotte county in accordance with the policy provisions of the General Liability, Automobile Liability and workers' compensation policies.					
<b>CERTIFICATE HOLDER</b>  Charlotte County Florida 18500 Murdock Circle Port Charlotte FL 33948 USA			<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE  <i>Aon Risk Services Inc. of Florida</i>		

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ACORD 25 (2016/03)

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